TRADE AND INDUSTRY

31 August 1972 Volume 8 No 9 10p

Selling to the US airframes market

Overseas construction contracts: the role of consulting engineers, architects and surveyors

Vehicle production in July and the three months May to July

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ASPECTS OF US MARKETS—1

Selling to the US airframe industry

by Barry T. Smedley, Vice-Consul (Commercial), Los Angeles

WITH all the promise of quieter, smoother travel and good neighbourhood manners—the big jets are on their way. From the West Coast plants of Lockheed, Boeing and Douglas, the sleek, wide bodied giants are taking their place in the skies, resplendent in the livery of the airlines of the world—true testament to US near-total domination of the free world's market for commercial aircraft.

Quite soon Lockheed TriStars will become a familiar sight at Glasgow, Manchester, Birmingham, London and along BEA's European routes. In a few years from now the big holiday decision may be whether to fly Laker's DC10 or Court Lines TriStar on a package tour to Majorca. Already BOAC's colossal Boeing 747's warrant hardly a second glance by M4 drivers—as they did on first introduction a year ago.

For the UK aircraft industry the decision not to develop a British wide bodied jet (BAC 311) has meant a completely fresh look at the commercial jet business. The size and complexities of setting up a major new aircraft programme have pushed the costs up to a point where we have been forced out of the 'go it alone' game. Indeed, even those Americans who have survived the aerospace recession of the last few years (fit if not fat) admit that these have been some of the hairiest in the business since the post-World War II slump.

Where the action is

To stay in the highly demanding and specialised business of aerospace the supply industry has to follow the programmes and this means, in addition to European projects, the US West Coast's—where the British Government's commercial marketing offices are strategically located at Los Angeles and Seattle. Between them these two offices cover over 50 per cent of the total US aerospace industry (military, commercial and space) and some 85 per cent of the free world airliner market!

One important result of the recent US aerospace recession has been the survival of the West Coast as the major concentration of active companies, comprising from North to South:

Seattle
Boeing (commercial, military and space)

San Francisco (Sunnyvale)
Lockheed Missiles and Space Company

Los Angeles
Douglas Aircraft (commercial and military)
McDonnell Douglas Astronautics Company (missiles and space)

Lockheed TriStar with Rolls-Royce RB211 fan jets on the production line at Palmdale, California.

Douglas DC10s at Long Beach, California.

Lockheed—California Company (commercial and military aircraft)
North American Rockwell (missiles, space and military aircraft)
Northrop (military aircraft, electronics, drones and space)
Hughes (space, electronics, missiles and helicopters)
AiResearch (gas turbines, aircraft air conditioning systems)
Aerojet General (rocket propulsion systems)

San Diego

Convair (space, military and commercial aircraft subcontractors)
Teledyne/Ryan (target drones)
Rohr Industries (commercial and military engine pods)

Employment and recession

In California, aerospace employment hit a record high of 616,200 in December 1967 and then declined almost continuously up to July 1971 to 434,500. In the Seattle area employment peaked in mid-1968 at 111,100, and plummeted to 42,900 by September 1971.

However, in recent months employment has been steadily increasing on the Coast—with California up by 14,000 jobs to 448,900 since last July and Seattle up nearly 3,000 jobs to 45,000 These figures, if taken with nearby Arizona state's 31,700 aerospace workers, show a total West Coast work force of 526,100 compared with the national total of 969,000—or 58 per cent. Britain's current aerospace employment stands at 220,000, France 100,000 and West Germany 50,000 (approximate figures).

The reasons for the dramatic decline in aerospace employment from 1968 to 1971 are directly attributable to the problems of the industry's three main customers—the Department of Defence (DOD), the National Aeronautics and Space Administration (NASA) and the Commercial Airlines.

For several years now the DOD has diverted funds away from the procurement of major new defence systems—partly in order to support troops and equipment for the Vietnam War. As a result, prime defence contracts awarded to the 11 Western States fell from $8.4 billion in 1969 to $6.8 billion in 1971. At the tail end of the Apollo programme and before spending gets underway on Space Shuttle, the industry, particularly on the West Coast has suffered a lull in NASA's space spending which peaked in 1965. During the passenger traffic boom in 1968 many airlines invested heavily in the new wide bodied jets only to suffer drastically on their introduction in 1970 because of reduced air traffic due to the partial economic recession. Outstanding aircraft options were dropped and hopes for additional orders dashed.

Encouraging future

As evidenced by the increased employment figures, the industry is cautiously admitting that the indications so far in 1972 look reasonably favourable. Customers' activity is picking up—the winding down in Vietnam has enabled the DOD to release 16 per cent more funds for new weapons over the last year and legislation aimed at drastically cutting defence spending has been thrown out of the Senate as 'unrealistic'.

With the recent announcement that North American Rockwell has been awarded the $2.6 billion space shuttle prime contract—NASA's spending in the West should begin to move moderately ahead in the coming years. North American, who selected British Aircraft Corporation to assist them as overseas subcontractor in the definition stages, indicate that they will engage in extensive subcontracting—buying about 53 per cent or $1.4 billion out of house.

Both domestic and international airlines are reporting increased traffic and are again ordering new equipment, although it will probably be another year before significant spending starts, as most airlines will take time to recover from the heavy operational losses of the last few years. What is more, the US airline industry has emerged as a leaner, more efficient industry, and one fiercely dedicated to restoring profitability.

(continued on next page)

The Big Three

Ruthlessly pursuing every hint of an airline order are the super sales teams from Lockheed, Boeing and Douglas. Currently Lockheed and Douglas are undertaking world wide sales demonstrations vying desperately to out-sell each other with near silent fly-overs.

With an estimated market potential of 1,100 trijets, Lockheed and Douglas won't miss a single trick in getting their share of this market, including developing twin derivatives to suit short haul airline requirements. In fact so devastating are the efforts of this near-total US domination that many nationally owned airlines are pressured by their Governments to stipulate their own equipment or component contracts to safeguard and ensure employment in their own aerospace industry. Similarly, in the US market, it is now a case of Britain selling components rather than major aircraft.

However, whether a supplier's product is customer specified (as Buyer Furnished Equipment) or as a result of governmental negotiated subcontract—if business is to result, the supplier must make a point of acquiring a working knowledge of his customer and of the way his customer operates. The Government's West Coast aerospace representatives have prepared the following information on the Big Three to provide a brief guide for British aircraft suppliers considering doing business with Lockheed, Boeing and Douglas.

Lockheed

More than enough has already been written on both sides of the Atlantic about Lockheed's and Rolls-Royce's more recent difficulties. With luck both are now over the hump. Ably led by Chairman Dan Haughton, Lockheed has proved once again its incredible instinct for survival in an industry where only the fittest do survive.

The Lockheed story began with Victor Lougheed (pronounced Lockheed) in 1909 and was taken up by his half brothers, Allan and Malcolm Loughead (*sic*). After an early career of barnstorming the brothers established the Loughead Aircraft Manufacturing Company in the rear of a garage in Santa Barbara, California. Today Lockheed Aircraft Corporation (the name was changed in the early days to the phonetic spelling) is the corporate company for four main divisions which include Lockheed—California Company at Burbank and Palmdale. At July 1, 1972 Lockheed's total employment force was 71,400. Of this 27,587 are working on the TriStar and other Californian military aircraft programmes.

As a result of serious difficulties with the prop-jet Electra, due to structural failure in the wing/engine nacelles area, Lockheed retired from commercial aviation throughout the 60's. In 1968 Lockheed announced its return to civil aviation with the TriStar. Perhaps equally important, the TriStar was to be powered by Rolls-Royce RB211 advanced technology fan jets. Despite a series of heartbreaking setbacks, including Rolls-Royce bankruptcy, Lockheed has now emerged with support from both the US and British governments; BEA has ordered six TriStars with options on a further six; and the TriStar is being heralded as the quietest, most advanced jetliner in the world. At the last count the order book stood at—

First Buy	Second Buy	Delivered to Date
110	54	8

Orders have been placed by Eastern Airlines and TWA. (who have the aircraft in scheduled operation), Delta, Air Canada, Haas/Turner, L1011 Oregon Ltd., PSA, BEA, and Court Line.

Coupled with BEA's decision to order TriStar was the British announcement to support an uprated RB211 to 45,000 lbs. thrust which would power a long range version of the TriStar. In addition, Lockheed is currently holding talks with the Japanese to develop a twin as a modification from the TriStar for short haul high density operations.

Sales for the Lockheed Group were up in 1971 to $2.8 billion, from $2.5 billion in 1970, and earnings in the second quarter of 1972 were $7.4 million or 65 cents a share. Lockheed's backlog at June 25 was $3.8 million with commercial orders comprising 60 per cent, 34 per cent in US Government business and the balance in foreign orders.

Lockheed welcomes proposals from UK suppliers and already has purchased $10 million worth of British equipment for the TriStar programme, excluding the Rolls-Royce engine contract. To assist British suppliers, Lockheed management has appointed a co-ordinator who will provide advice and material on preparing proposals as potential suppliers. He is:

Ron W. Hamilton, Foreign Procurement Co-ordinator, Dept. 55-01, Lockheed-California Company, PO Box 551, Burbank, California 91503. Tel. (213) 847-5269.

Boeing

Founded in 1916 by W. E. Boeing, the commercial airplane group occupy facilities at Seattle (corporate headquarters), Everett (747 production), Renton (707, 727, 737 production), Auburn (heavy engineering) and Witchita, Kansas. Boeing has led the world in commercial jets with a 55 per cent share of the free world market, starting with the 707 which was first rolled out in 1954.

Boeing has since produced a family of jets to meet its airline customers' requirements and over the entire range have sold and delivered to date:

		Ordered	Delivered
707 and 720	4 engine	865	859
727	tri jet	982	890
737	twin	335	301
747	jumbo	213	189

As at June 1972 total backlog on commercial aircraft was $1.140 million.

Despite recent declining sales Boeing has managed to maintain earnings and showed a profit of $6.8 million for the first six months of 1972 as compared with $7 million for the same period in 1971. Currently, sales have picked up with orders for 101 aircraft for the first half of 1972 compared with 89 for the whole of 1971. Of the 101 orders, 65 have been placed by US domestic airlines, an encouraging indication that business is, at last, picking up.

However in order to survive during the last few years, Boeing has had to trim down its employment force from a high of nearly 102,000 to its present 40,000.

Among promising prospects for new aircraft is the Boeing/Aeritalia joint-venture envisaging a 150-seat quiet short-haul aircraft capable of operating from a 4,000ft. runway with a noise footprint of 80 pndb forming a rectangle only 20,000 ft. long and 4,000 ft. wide surrounding the runway. Proposals for the engine are expected to be in the hands of senior project personnel in late August and the technical concept of the aircraft should emerge soon after. Other new commercial projects include derivations of the 727 and 747, a possible replacement for the 707 and, ultimately, the resumption of the SST programme.

British companies considering selling to Boeing should bear in mind that procurement for each programme is handled entirely separately and sales presentations are often required at both Everett and Renton. It is advisable to contact the British Consulate General in Seattle, (see full address at end of article) who maintain a close relationship with Boeing personnel and can

Boeing 747s prior to engine installation and painting at Everett, near Seattle.

advise on the most appropriate method to address Boeing as a potential British supplier.

Contacts at Boeing for UK suppliers are:

747—Bruce Gissing, PO Box 3707, Mail Stop OC-15, Seattle, Washington 98124. Telephone area code 206-342-3191.

707, 727, 737—Joe Miles, PO Box 3707, Mail Stop 63-80, Seattle, Washington 98124. Telephone area code 206-237-8333.

At Boeing Aeritalia contact:

Mel Sharp, PO Box 3707, Mail Stop 77-23, Seattle, Washington 98124. Telephone area code 206-237-8170.

Douglas

Since its founding in 1920, Douglas Aircraft Company, a division of McDonnell Douglas Corporation, has delivered more than 43,000 commercial and military planes. Included in this figure is the long line of Douglas Commercial (DC) models which have an unmatched history of more than 39 years of continuous service around the world. Best known in Britain as the Dakota, the DC-3 was modified as a military transport and then designated C-47. Nearly 11,000 were produced and the plane became the work horse of the air during the 40's and 50's.

Commercial aircraft production formerly based in Santa Monica, California, is now entirely centred in Long Beach. From these two locations Douglas have produced the following long line of DC's:

		Ordered	Delivered
DC1	Twin		Prototype
DC 2	Twin		133
DC 3	Twin		803
(Military version C-47)			10,123
DC 4	4-engine		1,163
(including military versions)			
DC 5	Twin		12
DC 6	4-engine		538
DC 7	4-engine		336
DC 8	4-engine		556
DC 9	Twin	704	667
DC 10	Trijet	170	41

Twenty-five airlines, eight US and 17 foreign, have now placed firm orders for the DC10 and taken out options for an additional 62. Seventeen were delivered during the second quarter of 1972. Nine twin-jet DC9's were delivered during the second quarter and May 17 saw the delivery of the last DC 8 to be built, concluding a 15-year production run.

Douglas, in competition with Lockheed, are currently negotiating with the Japanese a twin derivative of the DC 10. Other future projects that Douglas can confidently predict for further business are a stretched DC 10 programme and a STOL requirement. Douglas claim 40 per cent of the current free world commercial aircraft market, placing them second only to Boeing.

In addition to its headquarters facility, adjoining Long Beach Municipal Airport, Douglas has manufacturing and support facilities at Lomita, Torrance, and Palmdale, California; Melbourne, Arkansas and St. Stephen, South Carolina. Employment for the company totals 31,000 of whom 25,000 are at Long Beach.

In 1967 Douglas and McDonnell Company merged to form the McDonnell Douglas Coporation of St. Louis, Missouri, with Jackson McGowen, a 33-year Douglas veteran as President. Sales for the first six months of 1972 were $1.3 billion with earnings of $54,800,400 or $1.73 per share. Sales for the same period last year were $956 million, with earnings of $37,640,800 or $1.23 per share. Backlog at June 30 1972 was approximately $6.473 million compared with $5.358 million a year earlier. Total McDonnell Douglas employment on June 30, 1972 was 92,399 compared with 93,759 a year earlier.

To assist British suppliers with information on the Douglas Aircraft Company and its procedures applicable to off-shore suppliers, the company has appointed a co-ordinator who should be contacted in the first instance:

Mr. D. F. (Bud) Parker, Manager, Advance Technical Requirements Procurement and Material, Douglas Aircraft Company, 3855 Lakewood Boulevard, Long Beach, California 90801. Tel. (213) 593-4714.

Farnborough Week

Two British Consulate Aerospace representatives from the US West Coast will be at the Farnborough Air Show on its trade days (Monday, Tuesday and Wednesday, September 4-6) and are available for discussions and meetings. Both their offices maintain close contact with the West Coast airframe industry and maintain essential reference data and records on each company. The representatives, who may be contacted at the Head of Defence Sales Chalet where messages may be left at any time, are:

Los Angeles

Barry T. Smedley, Vice Consul (Commercial), British Consulate General, Ahmanson Centre East, 3701 Wilshire Boulevard, Los Angeles, California 90010. Tel. (213) 385-7381.

Seattle

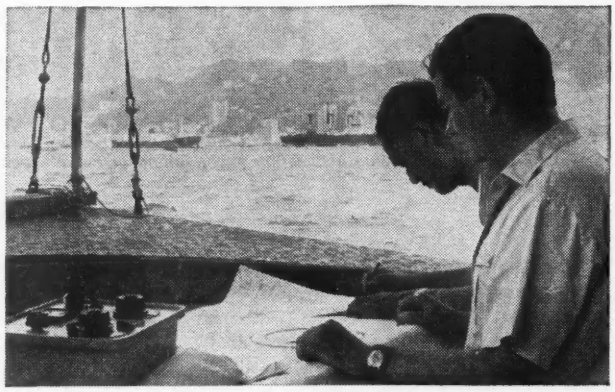
Tom J. Alexander, Vice Consul (Commercial), British Consulate General, 1216 Norton Building, 2nd Avenue and Colombia Street, Seattle, Washington, 98104. Tel. (206) 622-9253.

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Department of Trade and Industry Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London, EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, ext. 368 or Telex No. 886143).

The role of consulting engineers, architects and surveyors

A summary of the progress made by construction contractors in obtaining overseas business during the latest full financial year will, as previously, be contributed by the Department of the Environment and will be published this autumn. In this issue the three main professional organisations have each contributed separate articles on their overseas activities, with a view to stressing the vital role played by consultants in earning overseas currency.



Hydrographic survey for marine pollution study in Hong Kong harbours.

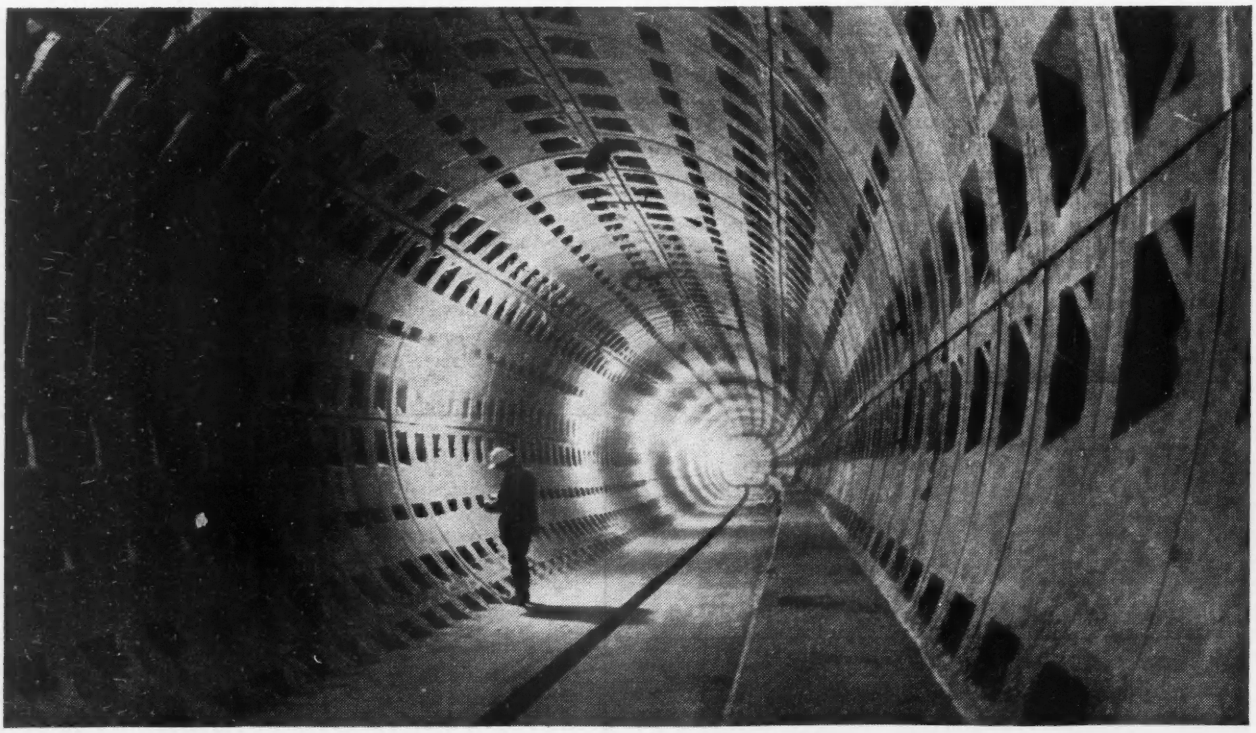
1. Consulting engineers

A report by the Association of Consulting Engineers

IT is not merely world-wide inflation that accounts for the increasing value of work being put into commission with British consulting engineers working overseas. Their part in the progress of the industralised nations is well known: their contribution to the economic growth of the developing countries is recognised. And now they are extending themselves as those countries progress toward fuller social amenities.

No more substantial evidence of that development is to be found than in the latest annual of the Association of Consulting Engineers on the overseas work of their members.* In the forepart is a diagram showing the growth of consulting engineers work overseas since 1961 when the capital value of

* 'Overseas Work Entrusted to Members during 1971', published by the Association of Consulting Engineers at £2.00.



Flexible bolted concrete lining to the Yonge railway subway's northern extension in Toronto.

the projects entrusted to them abroad was £680 million. At the beginning of this year that value figure had increased to £3,162 million. The Association's members are at work in no less than 132 countries and territories in a considerable variety enterprises.

Environmental pollution

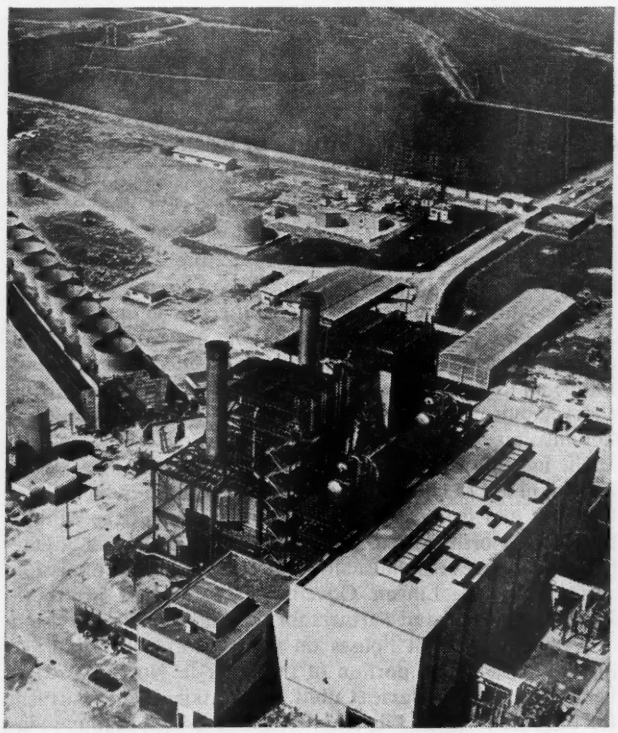
Developing countries are increasingly aware of the dangers of environmental pollution and of the lessons that can be learned from industrial nations.

In Singapore J. D. and D. M. Watson have designed sewers, pumping stations and treatment works which serve over 1½ million of the Island's population and they have carried out an extensive marine survey to determine the practicability of sea disposal of sewage from new development. They are also advising many industrial concerns on the treatment and disposal of industrial effluents and wastes.

In Hong Kong, where sewage from 3½ million people is at present discharged into Victoria Harbour, the same firm has made a comprehensive study of marine pollution and of possible sewerage and sewage treatment arrangements in the Northern New Territories (see photograph on page 366).

Water for the pilgrims to Mecca

The Governments of the more arid areas of the Middle East are conscious that similar problems will arise as water supplies increase, and sewage treatment works designed by J. D. and D. M. Watson have recently been commissioned for the Sheikdom of Dubai, and others are under construction for Jeddah and the Holy City of Mecca. Watsons have also been responsible for a survey of water resources and the design of water collection, treatment and distribution works for Mecca which during the Haj season, accommodates over 1 million pilgrims who pass through the City in the three or four week period. The same firm has designed the Jeddah and Mecca sewerage schemes. The total value of the work for which they are responsible in these two cities alone exceeds £28 million.



The Valle de Mexico power station.

Drainage in Saudi Arabia

John Taylor and Sons are designing the sewerage of the three cities of Buraidah, Qatif and Alehsaa in Saudi Arabia. Completed foul drainage proposals include 240 km. of sewers, 11 pumping stations and three purification works comprising oxidation ponds and ancillary structures. The natural treatment processes require little supervision and are ideally suited to such developing countries where land and sunshine are freely available. Storm sewer systems are being designed to provide basic networks which may be added to as development and road surfacing proceeds.

The World Health Organisation has just appointed Sir Alexander Gibb and Partners (jointly with John Taylor and Sons) to prepare a master plan for the drainage of Greater Teheran. The plan envisages a comprehensive basis for sewerage and storm water drainage up to the end of the century for this fast growing city with a present population of around 4 million. Also in Teheran and for the Central Bank of Iran, Husband and Co. are concerned with the design and construction of the new Royal Mint. Although designed for a basic output of 30 million coins per annum the mint must well be capable of being able to produce 100 million. Every aspect of the design, including the architectural treatment of the building itself and the administrative offices has been entrusted to Husbands.

Besides producting cupro-nickel and aluminium bronze coinage the new Mint will also produce gold and silver coins, still current in the remote parts of Iran.

Underground railways

The development of city transport systems throughout the world is of increasing importance and most cities of over a million inhabitants, and many with smaller populations, are greatly interested in underground railway systems to relieve surface congestion. Mott Hay and Anderson have been consulted recently for such systems in Bombay, Brussels, Helsinki, Johannesburg, Madrid, Melbourne, Rio de Janeiro, Sao Paulo and Toronto. They are also working in Caracas for ODA in a transportation study.

In Toronto they have advised the Toronto Transit Commission on all their tunnelled railways since 1956 (see illustration page 366). They have recently reported to Melbourne's Underground Railway Loop Authority which has been set up with the object of constructing and operating a complex railway connecting existing lines through the centre of the city.

In Helsinki a metro system is in course of construction and Mott Hay and Andersons are involved in soft ground tunnelling between rock tunnel sections. They are also being consulted on more general problems of construction.

In Rio de Janeiro the same firm have reported on a tunnel crossing under the arm of the sea separating Rio from Niteroi and are participating in British proposals for construction of the whole system. In Sao Paulo, where design services have been provided by Sir William Halcrow and Partners, Mott Hays are providing inspection services for the cast iron linings. They have assisted London Transport in preparing proposals for an underground rail system for Johannesburg and are currently studying Bombay's requirements.

For shoppers in Belgium

Engaged on engineering services in Belgium, F. C. Foreman and Partners are supervising systems for the new 'Priba 2000' store in Antwerp. The total area of 12,500 sq. m. comprises, 8,500 sq. m. of sales floor and a storage area of 4,000 sq. m. The air conditioning system has a chiller capacity of 576,000 frigo/h. or approximately 190 tons, there are cold and deep

(*continued on next page*)

freeze rooms, heating and hot water systems, emergency electrical supplies and a sprinkler system throughout. In a totally different kind of structure the same firm are the consultants for the mechanical and electrical services for the laboratories for the National Institute of Nutritional Diseases in Cape Province South Africa.

Roadways in Honduras

Some 112 miles of road and 24 new bridges in Honduras have been put into the hands of BMMK and Partners who were selected for the work by the Government of Honduras and the World Bank. The road will connect Tegueigalpa, the capital with Juticalpa and be used to develop the agricultural and forestry interests in that fertile part of the country. It will cost between £10 million and £15 million.

A new tourist development is in prospect on the island of St. Kitts in the West Indies and BMMK have been appointed consultants to the government there with responsibility for roads, water supply and sewerage. The scheme is to cost some £20 million.

Gibb Ewbank Industrial Consultants are consulting engineers and project managers for a plant now being built for the Qatar Fertiliser Co. It will produce 900 tons of ammonia and 1,000 tons of urea a day. The urea section is based on the Mitsui Koatsu process and produces urea in a prilled form which is then conveyed to storage buildings. Gas now being flared at the oil field on the other side of the Qatar Peninsula will be collected and passed through treatment units and piped to the plant. A development of this size requires wide ranging skills covering design, project management supply and co-ordination of the construction phase and plant management and marketing in the production phase.

A £45 million contract for the construction of a pipeline, from Hassi R'Mel to Arzew in Algeria, is to be supervised by Pencol Engineering Consultants. The pipeline forms part of a scheme for transmitting 1,000 million cu. ft. of natural gas per day to the liquification plants at Arzew. After being liquified the natural gas will be exported, principally to the United States. Pencol are responsible for the whole of the pipeline works including telecommunications and tele-controls systems on the pipeline.

Education and earthquakes

A secondary school for 400 in Kathmandu Nepal is one of a number of projects in the field of education totalling £6 million in value and currently being carried out by Norman and Dawbarn in Africa and the Far East. The buildings in Nepal are of loadbearing brickwork in Qiletta bond, designed to resist earthquake forces in an area designed Zone VI by the Indian Standards Institution.

Norman and Dawbarn also have been responsible for the construction of two factories on the Bulebel Industrial Estate near Zejtun in Malta. The work has included the construction of roads, main drainage, electrical and water services on a site which extends over 93 acres. All surface water from roofs is collected in underground reservoirs for recirculation to the factories and other surface water is collected for irrigation and fire fighting purposes.

Canal water for power stations

Weetman Pearson, the first Lord Cowdray, constructed in 1889 the Grand Canal which runs north from Mexico City through Lake Texcoco and Lake Xaltocan for 29 miles. Some 80 years later Allott and Lomax, the consulting engineers, supervised the construction of a sewage treatment works to purify the canal water to provide make-up to Valle de Mexico Power station (see illustration page 367). This is a 300 MW. power station which involved Allott and Lomax, with the mechanical and electrical consulting engineers Kennedy and Donkin and it was the third largest power station in Mexico in which the firm had been involved.

The interests of the firm extend from British Columbia in the north, on structural and industrial work, through Mexico and Venezuela down to the Argentine where they were again concerned with another power station and again in association with Kennedy and Donkin.

Social developments in Oman

The way of life for the inhabitants of Oman, at the southern end of the Arabian Gulf, is undergoing considerable change since the discovery of oil. Airline traffic has hitherto been restricted to nothing larger than the BAC1-11. A new international airport however is nearing completion at Mezoon on the coastal plain and this is paving the way for future development. In the past five years much has already been done to improve the standard of living. A piped water supply to serve Muscat and Mutrah was completed two years ago, a modern air conditioned hospital, the Al Nahdha Hospital has been built at Ruwi, the first girls school has been completed in Muscat whilst other projects include a Post Office, Government Offices and another hospital (with an operating theatre). Plans are in hand for a main sewage scheme to serve Muscat, Mutrah and the Ruwi plain whilst the last 18 months has seen the opening of two hotels and the first public, open air cinema. In all these projects the role of British consulting engineers has been dominant and those who have joined in the enterprise are Sir William Halcrow and Partners (harbour facilities), Scott Wilson Kirkpatrick and Partners (water supply and building structures) and Hoare Lea and Partners (engineering and public health services and surveys).

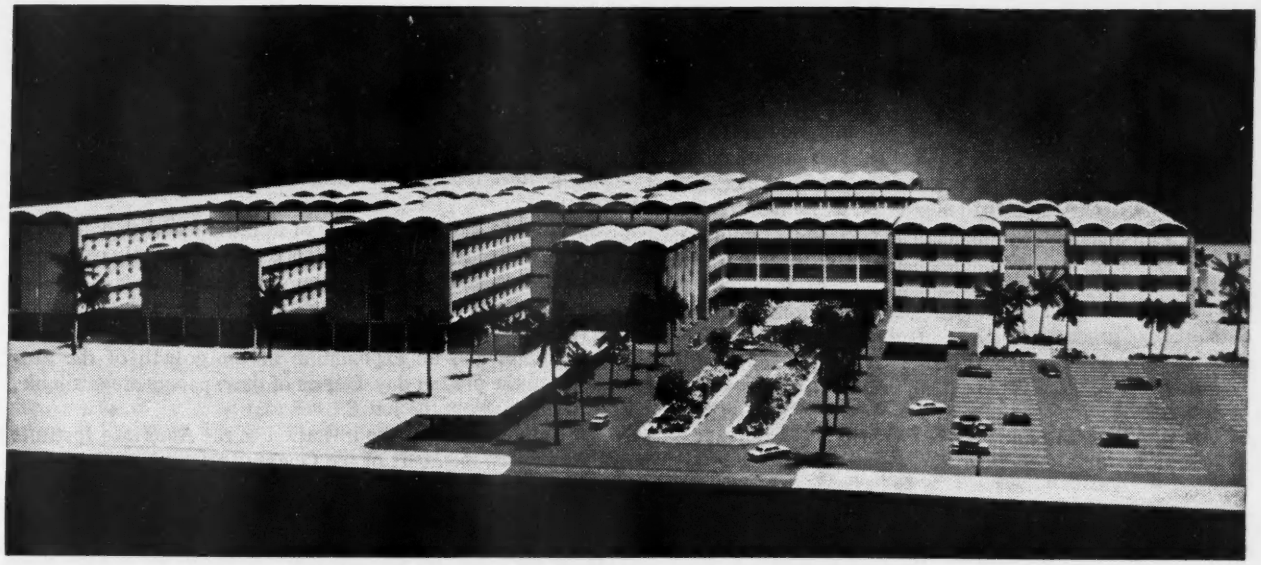
The stories here told are no more than a random selection; but they do illustrate the diverse activities in which British consulting engineers are engaged in all parts of the world.

2. Architects

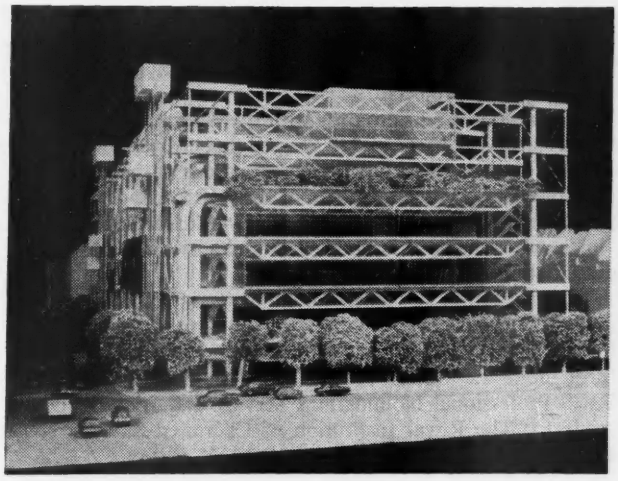
A report by the Royal Institute of British Architects

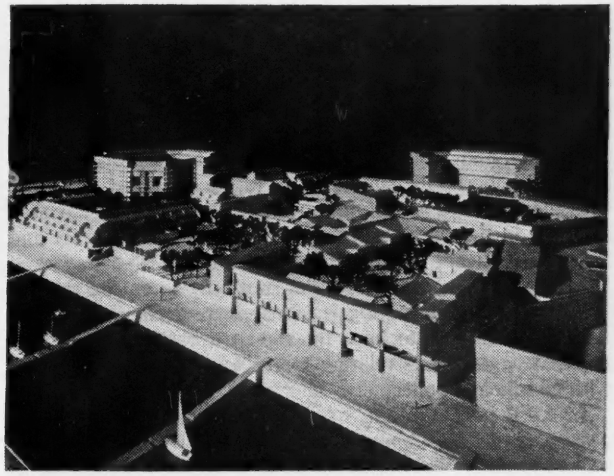
PROVISIONAL estimates for new commissions overseas which were received by private architects during 1971 show a considerable increase over 1970. The total value of commissions obtained for new building work rose from an estimate of £81 million to one of £147 million. It is, of course, true that a few substantial commissions grouped together in any one year can cause the total to rise erratically: but in terms of the total value of work done overseas by British architects these figures will be an underestimate because so much overseas work is of a development kind and is beyond the scope of the New Commission's survey.

The increase is accounted for chiefly by a steep rise—from £3 million to £25 million—in new commissions in India and the Far East and from £9 million to £72 million in the Middle East and North Africa (see page 369). The latter figure however includes the unusually large (£28 million) commission awarded by the Libyan Government to Robert Matthew, Johnson-Marshall and Partners for the design and supervision of 5,000 system-built houses on the outskirts of Tripoli. A further considerable portion of the work in North Africa is being carried out by James Cubitt, Fello Atkinson and Partners for the University of Libya and includes student accommodation (£9.6 million) and miscellaneous academic and adminis-



Model of the £14 million Health and Medical Sciences Centre to be designed for the University of Ridadh, Saudi Arabia, by a British consortium and built on the new university site at Darayia.





Left: Model of the Centre Beaubourg for Contemporary Arts, Paris, designed by Piano et Rogers Architects. Right: Model of part of the winning scheme submitted by Eric Lyons Cunningham & Partners for the development of Vilamoura, on the Algarve coast, Portugal. The development was the subject of an international competition open to all Portuguese architects and to 50 invited architects from other countries.

trative buildings (£18 million) at Tripoli and student accommodation (£8.5 million) at Benghazi. This firm is also carrying out the Medical Faculty at the University of Ise (£5 million) and academic buildings and student accommodation (approximately £15 million) for the University of Nsukka, both in Nigeria.

New commissions in the Americas are of the order of £18 million, the same as in 1970, and include work by Robertson Ward Associates for a ski village in Colorado, USA, valued at over £2 million spread over five years, and hotels in Florida and New Hampshire, USA, totalling nearly a further £2 million. Covell, Matthews and Partners, 50 per cent of whose work is overseas, also have a number of hotel projects under way, including a hotel and offices at Calgary, Canada (£7 million), a hotel and shops in St. Kitts (£4½ million) and a 500-bed hotel in Istanbul (£5 million); their other activities in the tourist field include a £2½ million marina at Dominica and a feasibility study for a £15 million tourist development in Uganda.

Raglan Squire and Partners are designing two Hilton hotels, one of 400 rooms at Djakarta, Indonesia, valued at £4.8 million and one of 200 rooms at Bahrain valued at £2.2 million; they are carrying out another hotel project in Fiji valued at £2 million. Peter Falconer and Partners are carrying out a school building programme in Australia consisting of five high schools in Adelaide and a college of Canberra, totalling approximately £4.5 million.

In Europe two major commissions were won by British firms as a result of international competitions in 1971. These are the £30 million Contemporary Arts Centre at the Plateau Beaubourg, Paris won by Piano & Rogers (Associates, Gian Franco Francini and John Young) in collaboration with Ova Arup & Partners (see above); and the planning of the township of Vilamoura in the Algarve, Portugal awarded to Eric Lyons Cunningham and Partners (see above). The first stage of this commission, valued at £2¼ million, is mainly for shops and housing, a supermarket, yacht club, swimming pool and supporting amenities, and will probably be followed by a second stage valued at about £20 million.

A preliminary look at the 1972 RIBA census of architectural practices shows that amongst the EEC countries, France easily tops the list with about 50 practices currently holding commissions there, Belgium has about half that number followed by West Germany, Italy and The Netherlands. The only other

(continued on next page)

country where a large number of United Kingdom practices are working is Spain. In the period under review there would appear to be an increasing number of commissions for office buildings in EEC countries, typified by two commissions in The Netherlands, one in The Hague acquired by Yorke Rosenberg Mardall (£1.7 million) and the other in Dordrecht acquired by Ragland Squire & Partners (£1.2 million); a commission has also been acquired by the Ronald Fielding Partnership in Brussels at £1 million.

The Royal Institute of British Architects maintains an up-to-date index of practices which contains details and photographs of work carried out by British architects. It is therefore able to suggest firms suitable for overseas projects. Inquiries should be addressed to the Secretary, Clients Advisory Service, RIBA, 66 Portland Place, London W1N 4AD (tel. 01-580 5533).

3. Surveyors

A report by the Royal Institution of Chartered Surveyors

WITH the anticipated entry of the United Kingdom into the Common Market in January 1973, the Royal Institution of Chartered Surveyors has extended its study of the effect membership of the Community is likely to have on the practice of the profession in the United Kingdom on the Continent. In 1971, the RICS set up a special Common Market Unit to investigate, and acquire information about, the professions in the EEC undertaking similar work to the chartered surveyor, with the object of identifying the equivalents of the chartered surveyor in the six member countries of the Community and in the applicant countries—viz Denmark, Norway and Ireland. This is essental in order, not only to ensure that all branches of the surveying profession are recognised in the EEC and continue to have the right to practise, but also to negotiate agreements relating to reciprocity of qualifications with continental colleagues.

In April 1972, the RICS published a Handbook *Chartered Surveyors and the Common Market* to assist professional surveyors to determine the prospects and feasibility of extending their practices to include work on the Continent, and the legal, financial and economic implications of working in Europe. The Handbook, which deals with all disciplines of the profession, includes chapters of value and interest for those in the construction industry and deals with conditions in the 10 countries. Of the 15 specialisations of the chartered surveyor, the role of the quantity surveyor is the most difficult to compare with any professional function and practice on the Continent, and it would seem that only in the United Kingdom is there a profession specifically concerned with cost control of construction. There is therefore ample scope for the extension of the work of the construction cost consultant—which is an apt supplementary designation for the quantity surveyor in Europe.

The RICS has taken the initiative in setting up three inter-professional liaison groups with other societies in the United Kingdom. One deals with agriculture, another with property matters (in co-operation with the Law Society) and a third is concerned with the construction industry. The latter group comprises representatives of the Institution of Civil Engineers, the Royal Institute of British Architects and the RICS. In this way, information is shared and the professions in this country kept informed of the work with which each is concerned.

A study of the EEC Directives relating to the surveyor's work indicates that building surveying appears to be governed wholly or in part by the proposed Directive on activities in the technical field (known as the Engineers' Directive) and also by the proposed Directive on Architects. Quantity surveying, regarded by EEC officials as an activity ancilliary to the construction industry, is not specifically covered by any existing professional Directive, but is likely to be covered by the Engineers' Directive and possibly by a commercial Directive dealing with freedom of establishment in the construction industry.

In order to aid the exchange of information with colleagues on the Continent, the RICS has sponsored two seminars during the past year—the first in Hamburg in September 1971 and the second in Paris in April 1972. Papers were given by chartered surveyors on all aspects of the surveyor's work, with a general introduction and an explanation of the growth of the profession to the present day. Copies of these papers are available, on payment, from the RICS.

In October 1971, at the invitation of the American Institute of Architects, members of the Quantity Surveying Division of the RICS mounted a mission to the United States with the object of promoting and, if possible, establishing the quantity surveying profession in the USA, so that there would be an opportunity for British quantity surveyors to export their expertise and so that American developers operating on other parts of the world would be more likely to use quantity surveyors. It is also hoped that international organisations in general, and the International Bank for Reconstruction and Development in particular, might be persuaded of the desirability of accepting quantity surveying as a primary profession in development projects.

Negotiations are in progress with the American Institute of Real Estate Appraisers, and it is hoped that chartered surveyors qualified in the general practice examinations of the RICS may be allowed to become members of the AIREA and to use the designation MAI, providing they have worked in real estate in North America for at least one year and passed an appropriate examination.

The Institution has been updating its index of surveyors undertaking work overseas and over 100 firms, large and small, have indicated they have had experience in professional practice throughout the world. This information is available to the RICS Professional Nominations Service. Inquiries should be made to: The Royal Institution of Chartered Surveyors, 12 Great George Street, London SW1P 3AD.

Tailor-made export intelligence

The computer based Export Intelligence Service of the Department of Trade & Industry daily transmits Overseas Market Intelligence to more than five thousand British companies. It is designed to meet the needs of the individual exporter and to save him valuable time by matching his product or service, market and intelligence requirements to the information much of which is exclusive, that comes in daily from the British Commercial Offices in 220 Overseas Posts. Subscribers can choose from over 6,000 product categories, 200 geographical areas or countries and 16 categories of information such as specific export opportunities, calls for tender, short market pointers, tariff, etc. An initial subscription of £25 provides the subscriber with 500 notices over any period of time, ie the cost is only 5p per notice. Notices will be selected to accord with the subscriber's registered market/subject interests. For further details apply to: Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU: Tel: 01-248 5757 ext 430 or 556, quoting your name, company, address and telephone number.

'Best pavilion' at Bogota fair backs trade drive

From the Commercial Department, British Embassy, Bogota: For the first time since 1966 there was official British participation at the Bogota International Fair. The exhibition space available to British manufacturers and their agents was increased threefold, making our exhibition one of the largest at the Fair. Although at first the response from British industry was slow, in the end there was more demand for space than was available. Those firms that exhibited did so with great success.

The ninth Fair was held from August 5-20. It alternates biennially with the Lima Pacific Fair and is the largest of its kind in Colombia. This year there were 27 international pavilions, and products from a further 30 countries were exhibited. It is expected that a new record attendance of well over a million visitors will have been set.

Among those who did good business were the Aveling-Barford Group, JCB, Priestman Brothers and Frederick Parker (construction equipment). Daniels Hamilton, who were exhibiting their Topformer thermo-plastics machine for the first time in South America, Wolf Tools and T. S. Harrison. Harrison's success in selling their automatic lathes clearly demonstrated that there is still a ready market in Colombia for precision machine tools provided that manufacturers and their agents are prepared to do some hard selling.

The key theme of the inside exhibition was British technical co-operation, invisible exports and British investment in Colombia. Highlights of our aid programme were included in a special prestige display which made up one of the largest stands in the pavilion. The display also drew attention to the services of the City of London to world trade.

Mr. Anthony Kershaw, Parliamentary Under-Secretary of State at the Foreign and Commonwealth Office, at the Bogota Fair with Mr. Richard Lloyd, export manager of Priestman Brothers.

Invisible exports were covered in displays by BOAC, BTA and the Harrison Line. In what marked the first major appearance of British investors at the Fair, stands were taken by J. & P. Coats, Shell, BP, Glaxo and the Bank of London and Montreal. The latter stand drew attention to the US$10 million line of credit extended to the Ministry of Public Works for the purchase of road-construction equipment.

It was highly appropriate that the British pavilion should be visited in the earlier period of the Fair by Mr. Anthony Kershaw, Parliamentary Under-Secretary of State at the Foreign and Commonwealth Office with special responsibilities for our relations with Latin America. At the end Sir Edward Howard, Lord Mayor of London, paid a visit at the start of his tour of several countries in South America.

Well designed layout

The President of Colombia and the Colombian Ministers of Foreign Affairs and Finance were struck by the well designed layout of the Pavilion on their separate visits. A cinema run by the Embassy played to full houses. Apart from showings of a wide range of films to general audiences, a number of trade showings of technical films were arranged for exhibitors and their customers.

The re-furbished English pub was, if anything, a greater attraction than ever. This year it provided an appropriate venue for a publicity drive by Schweppes, whose soft drinks are now being manufactured under licence in Colombia with remarkable success.

As an endpiece it is worth recording a few remarks: '. . . all the machines on show have been sold and I have had several orders for more' (Colombian agent of a machine tool company). 'We worked hard to convince our agent to exhibit—he now agrees that it has been extremely worthwhile' (export manager). 'I believe that our presence in the Fair will prove to be the breakthrough in this market' (export manager). 'We intend to triple our space at the next Fair' (Colombian agent). 'It is the best pavilion at the Fair' (Dr. Oscar Perez, Director of the Fair).

Over 300 British firms booked for Lagos

OVER 300 British firms will be represented at the British Industrial Exhibition in Lagos, February 26-March 4, 1973. Display space will total 148,000 sq. ft.—60,000 sq. ft. under cover and another 88,000 sq. ft. outside.

Under the direction of the British Overseas Trade Board, the Fairs and Promotions Branch of the Department of Trade and Industry and their project managers, Overseas Exhibition Services Ltd., first planned a small British machinery exhibition of up to 40 participants. The eager response from British industry and their distributors in Nigeria led to both the size and scope of the event being substantially scaled-up.

Sir Arthur Snelling, British Ambassador to South Africa, at the Johannesburg Building Exhibition with Mr. George Bucknell of Multico Co. Ltd.

Good initial orders at Johannesburg building exhibition

From the Commercial Section, Consulate-General, Johannesburg: Under the theme 'Tomorrow's Products Today', the largest building exhibition ever held in South Africa opened in Johannesburg this month.

The total space booked exceeded 78,000 sq. ft., and 267 companies from eight countries displayed the latest techniques and products in building and home improvements. Britain, Italy, Spain and Rhodesia exhibited.

This was the third industrial exhibition of its kind, the first having been held in 1968 with 141 exhibitors including 31 British firms and the second in 1970 with 230 firms participating, with the British numbering 50.

Running at the same time as the exhibition was a series of conferences under the theme 'Planning for Better Building'. Papers were presented by the Industrial Federation, the National Builders Research Institute, the Institute of South African Architects, the Association of South African Quantity Surveyors, the South African Bureau of Standards and the South African Property Owners Association.

In the joint venture organised by the Building Materials Export Group (BMEG), the Heating, Ventilation and Air Conditioning Manufacturers Association (HEVAC) and the Department of Trade and Industry, 37 British firms participated. The British section, designed by the Technical Services Branch of the Department, occupied a prominent position and was undoubtably a feature of the exhibition and much the largest official overseas section.

While a number of products on exhibition did not lend themselves to immediate orders, exhibitors generally agreed that the volume of business secured on the stands was very satisfactory and that the short- and long-term prospects were very encouraging. The contacts made and new outlets established should lead to substantial future business.

In the short term several firms in the British section reported prospects ranging from R6,000 to R25,000 and up to R50,000 on the long-term. One firm reported that orders booked on the stand for immediate delivery ex stock amounted to R30,000, while a further R50,000 was booked for delivery ex UK.

Without exception, exhibitors said they would participate again at the next exhibition in Johannesburg, August 7-15, 1974.

36th LEVANT FAIR.
BARI
8th-19th SEPTEMBER 1972
TWELVE DAYS OF MARKET FOR A WHOLE YEAR OF BUSINESS.
THE MOST IMPORTANT BUSINESS APPOINTMENT IN SOUTHERN ITALY AND IN THE MEDITERRANEAN.
36 36

Interest and sales both increased at Sydney engineering show

From the Commercial Department, British High Commission: Although considerably hampered in preparation by industrial unrest during the setting-up period, the organisers and exhibitors at the International Engineering Exhibition in Sydney were rewarded by attendances above 1970 and an unusual number of off-the-stand sales of capital equipment.

The 35,000 visitors to the show included buying representatives from interstate and New Zealand. like previous exhibitions, the 1972 International Engineering Exhibition was organised by Thomson Exhibition Promotions under the sponsorship of the Metal Trades Industries Association. Total space occupied was about 170,000 sq. ft.—140,000 sq. ft. under cover supported by a 30,000 sq. ft. open-air display of materials-handling, excavating, mining and drilling equipment and tractors. Attendances were approximately 15 per cent higher than in 1970, and sales reports were also higher.

The exhibition was opened by Mr. B. M. Snedden, Federal Treasurer, who spoke of a general brightening of the Australian economic scene.

The United Kingdom joint-venture display occupied 8,500 sq. ft. and was sponsored by the Engineering Industries Association, the Birmingham Engineering and Building Centre and the Association of Hydraulic Equipment Manufacturers. There were 23 British exporters exhibiting, five for the first time in a major industrial exhibition in Sydney. The British Machine Tool Industry was substantially represented by the displays of Ward Grinders Ltd., A. A. Jones and Shipman Ltd., Adcock Shipley Division of Textron Ltd. and the Hancock Division of G. D. Peters.

Agents for British companies and others showing machine tools throughout the Australian and international sections of the exhibition agreed the inquiry rate and potential order value was far greater than at the Machine Tools Exhibition of October 1971.

Plastics machinery

British plastics machinery shown by C. A. Harnden Ltd. attracted considerable attention, and the company took some orders. Apollo Sprayers Ltd., whose entry to the Australian market has been hampered by agency problems, received a number of serious bids from other prospective agents and proved by expert demonstration the capabilities of the Apollo paint-spraying equipment. Many firm inquiries from prospective buyers were recorded which proved that this type of promotion should lead to worthwhile business in Australia.

The exhibition-conscious companies such as Lansing Bagnall Ltd., James Neill (Sheffield) Ltd., Bowthore-Hellerman Ltd., Fenner International Ltd. and Gestetner Ltd. added their touch of professionalism to the joint-venture display and helped to win acclaim for the United Kingdom section as the best of the international displays at IEE 72.

International exhibits were mounted by the United Kingdom, India, Italy, New Zealand and Romania. In all cases increased export opportunities were uncovered.

Apart from the 23 British companies grouped in the United Kingdom joint-venture stand, some 10 British subsidiary companies mounted exhibits privately in the Australian section. Some proudly displayed Queen's Awards. Australian merchants also carried many products of United Kingdom origin.

Mr. B. M. Snedden, Australian Federal Treasurer, inspects Lansing Bagnall equipment with Mr. Munns of Lansing Bagnall on the opening day of the International Engineering Exhibition in Sydney.

Low-cost aids to industrial efficiency

AN exhibition and symposium devoted to the use of low-cost aids for improving efficiency in manufacturing, service and distributive industries will be held in Scotland from September 4-8 at three centres. This event will be of particular value to the smaller firm.

The exhibitions will be staged in Glasgow and Musselburgh (near Edinburgh) where manufacturers will demonstrate pneumatic, hydraulic, electrical and mechanical handling equipment with automatic sensing-and-control devices, including working examples of systems currently used in industry.

The symposia will be held at three centres, Glasgow, Livingston and Musselburgh, during the week. Twelve papers will be presented by industrial managers and executives on their own experiences in introducing low-cost aids to efficiency for a wide range of industrial processes with functional problems in production flow-lines, assembling, maintenance, surface protection, weighing and dispensing; handling components, bulk materials, fabrics and fluids; and automatic controls.

Each talk will end with a forum discussion, when visiting industrialists can not only ask questions but develop ideas based on their own experiences.

Twelve thousand invitations are being issued for the event, one of the most comprehensive expositions of low-cost automation techniques ever staged in Britain. The exhibitions and symposia are being organised by the Department of Trade and Industry in association with the Low Cost Automation Centres at Heriot-Watt University and Paisley College of Technology, and will be opened by Mr. Dennis Kirby, of the Department of Trade and Industry, Scottish Industrial Development Office.

In Glasgow, the exhibition and symposium will be held on September 4-5 at the University of Strathclyde in the CII Building in Montrose Street; in central Scotland, a symposium only on September 6 at MOTEC, Deans Industrial Estate, Hardie Road, Livingston; and in the Edinburgh area, on September 7-8 at the Brunton Hall, Musselburgh.

Full details of the programme can be obtained from: Department of Trade and Industry, 314 St. Vincent Street, Glasgow C3. Tel: 041-248 2855, ext. 334.

British furniture manufacturers make debut at Montreal

From the British Government Office, Montreal: Nine British furniture manufacturers took part, for the first time, in the annual Montreal Furniture Market, August 6-10. Some 250 manufacturers covering 500,000 sq. ft. of exhibition space showed lines ranging from bedding and upholstered furniture to office equipment.

Foreign participation was invited in 1971, and the international section was set up in the Chateau Champlain where British, American, Italian and French products were displayed. The British group, organised as a joint venture of the British Furniture Manufacturers Export Club and the Department of Trade and Industry, was the largest, occupying the whole of the ballroom where the golden curtains, mirrors and crystal chandeliers provided a perfect backdrop. The wide variety of styles, ranging from the very modern to Tudor and Jacobean reproduction, was attractively presented and well received.

Buyers from most major Canadian and some US stores visited the group. Business transacted during the show reached the $200,000 mark, and a further $300,000 worth of orders is expected to follow. Three firms appointed agents for Canada and look forward to a rapid increase in their sales to this market.

The general concensus of opinions was that both the Furniture Market and the British section were highly successful. Plans are already in hand for a larger international section next year, and it is hoped that British manufacturers will appear in greater number to repeat and enlarge upon this year's success.

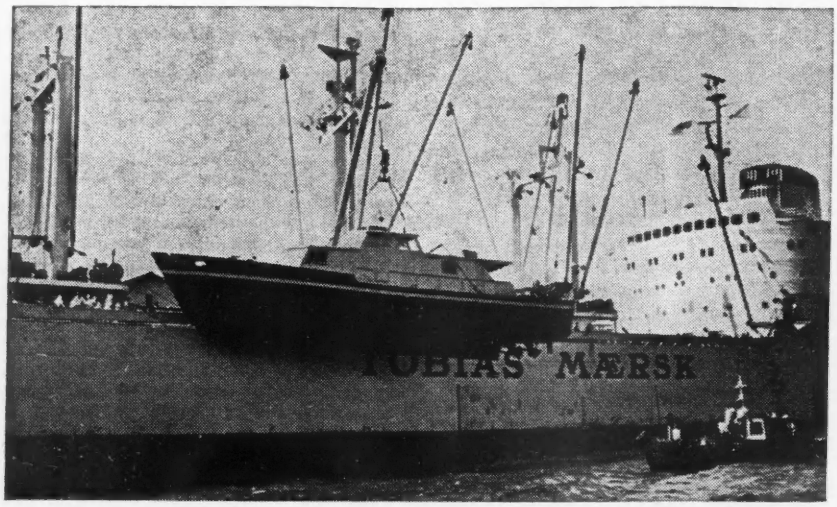
Orders for Drupa exhibition reach £500,000

ORDERS totalling over £500,000 for paper-converting and handling equipment have been received by Simon Container Machinery, a division of Henry Simon Ltd., Stockport, as a direct result of taking part in the Drupa Exhibition in Dusseldorf, last June. More orders are expected in the near future.

Early confirmed orders include five Case-makers valued at £410,000 which are to be delivered to companies in Italy, Denmark, Holland and Spain. Link Line printer slotter die cutters worth £88,000 are to be shipped to two Spanish companies, and a Simon synchromatic system and scrap-handling system has been ordered for France.

A container trailer at Harwich on the first leg of a surface journey to Leningrad for the Leningrad Trade Fair Kontainery 72 running from the end of this month until mid-September. The exhibition will range widely through the containerisation field.

EXPORT ORDERS



The first of seven patrol boats designed and built by Vosper Thornycroft's Singapore subsidiary Vosper Thornycroft Private Ltd. was recently shipped to her new owners, the Hong Kong Police. They are 78ft. 20-knot boats to be used to watch for smuggling and illegal immigration in Hong Kong waters. The total value of the order is over £1 million.

Agreements signed for £9.4m Dubai tunnel works

SIR William Halcrow and Partners, consulting engineers to the Ruler of Dubai, were instructed last week to finalise the contract arrangements for the construction of a vehicular tunnel, containing two traffic lanes and a separate pedestrian subway, below the Dubai Creek. They were also instructed to proceed with the extension of the Deira Corniche.

At the same time, an agreement was signed by the ruler of Dubai, His Highness Sheikh Rashid Bin Said Al Maktoum, appointing Costain Civil Engineering Ltd. to execute both projects, these works being valued at £7.5 million for the tunnel and £1.9 million for the corniche reclamation.

The new tunnel is intended to provide a direct link between the towns of Dubai and Deira. It will be sited close to the Creek mouth; while its exit at the Deira side is to be situated on land at present being reclaimed to provide the sea corniche, the Dubai entrance will be located close to Dubai's £24 million deepwater harbour—also designed by Halcrows and built by Costain. The harbour is due ceremonially to be opened by the Ruler on October 5 of this year, 13 months ahead of schedule.

Muscat and Oman deal worth £1 million

THE new contracts for the airport terminal building and a military encampment in the Arabian Gulf state of Muscat and Oman—worth approximately £10 million—will result in £1 million worth of orders being placed in Britain.

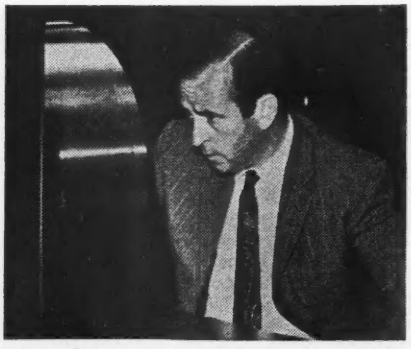
The contracts have been awarded to Joannou & Paraskevaides (Overseas) Ltd. of Guernsey who have already completed the international runway at Mezoon Airport (near Muscat town). The bulk of the plant, equipment and materials which are being ordered from the United Kingdom are being financed by Tozer Kemsley & Millbourn Ltd., the international export-finance house.

The airport terminal building will be a three-storey steel frame construction built to international standards and the contract includes the associated taxi ways and aprons. The military encampment at Risail consists of accommodation for officers and other ranks, offices, stores, recreational facilities and a hospital—with the necessary roads.

J. & P. (Overseas) Ltd. has been working in the Middle East for the last 20 years on contracts including pipeline laying, airport runways, industrial units and complete town projects. The parent company Joannou & Paraskevaides Ltd. is based in Cyprus. The group employs about 6,000 in Cyprus and overseas.

Large Italian orders for Moon Brothers

Two large orders for vehicle silencer-making equipment have been placed with Moon Brothers Ltd., Birkenhead, through their Italian agents Euracciai SpA of Milan. The orders, for two silencer manufacturers, are identical, and each consists of four Moon machines.



Mr. Neil Wilkinson, export manager of Dunford Hadfields, alloy steel makers of Sheffield, takes a final look at extrusion liners before despatch to Poland. In what is believed to be the first purchase of its kind by Poland from outside the Eastern Bloc, Dunford Hadfields have obtained orders for forged Hecla Steel extrusion press liners valued at £40,000.

Howden complete ahead of schedule

JAMES Howden and Co. Ltd., a member of the Howden Group, have just completed manufacture two months ahead of schedule of two 23 VAZ 60 Ljungstrom air-preheaters for the Hanasaari power station in Finland.

This is the first order taken by Howden in Finland, and the preheaters are the first to be exported with the latest adjustable sealing system, a design which enables the operator to adjust the running clearances between the rotor and stator while the preheater is operating at full load. It also enables adjustments to be made during abnormal operating conditions, thus reducing wear and tear on the sealing system.

Also completed ahead of schedule has been an order for a small package preheater for an industrial boiler in Finland. These two orders are together worth £114,000.

Olympic Games books in Rexalon

A MAJOR German publishing house, Lingen Verlag of Cologne, has placed a contract with the Hyde Group of ICI Paints Division for 10,000 m. of Rexalon 12 to bind a commemorative book on the forthcoming Olympic Games.

Die Olympischen Spiele will be published in German, English, French, Dutch and Swedish immediately the Munich games are over. Rexalon 12 is a nitrocellulose coated product developed by Hyde Group specifically for the bookbinding trade in 1971.

Arab sheikh orders standby power

SHEIKH Khalifa, ruler of Qatar, has ordered two Rolls-Royce powered generating sets from Dale Electric of Great Britain Ltd., Filey, Yorkshire. The 400 kVA. sets will provide standby electricity at the Doha Palace.

The equipment will cost £30,000. For that, the Sheikh can be sure of an unfailing supply of electricity for the palace's air-conditioning. This is the second week in succession that Dale Electric have announced a major export order from the Middle East. Last week an order for three generating sets worth £137,000 was placed with the company to provide standby power for Qatar's tv and radio network.

Taylor Woodrow's £¾ million Nigerian contract

TAYLOR Woodrow of Nigeria Ltd. is to construct a 750 ft. bridge over the river Sokoto at Bunza, together with four miles of approach roads, under a contract valued at about £¾ million from the North Western State of Nigeria. Design engineers are Ove Arup and Partners, Kano, and work starts in October with completion due by the latter part of 1973.

Final stages have been reached on an 18 mgd water-treatment plant for the Western Region Water Corporation of Nigeria and other works being constructed under a £3 million contract by a joint venture of Taylor Woodrow of Nigeria Ltd. and Dillingham Overseas Corporation of Honolulu.

British 'fridge exports up

EXPORTS of British domestic refrigerators in June again showed a substantial increase, according to figures issued by the Domestic Refrigeration Development Committee. The total was 19,338 compared with 12,488 in June 1971, an increase of 55 per cent.

For the first six months of the year exports totalled 134,992, compared with 83,917 for the same period in 1971, an increase of 61 per cent. Home market deliveries totalled 132,671 compared with 136,456 in June 1971, a decrease of 3 per cent.

Six Hawker Siddeley Trident 2E's were ordered by the Civil Aviation Administration of China (CAAC) in August 1971, to add to their existing fleet of Trident 1Es. Deliveries will be in 1973 and the total value of the contract with spares is about £20 million. Now, another six have just been sold worth £23 million. Deliveries of the latest batch will start in mid-1974.

Major airport contract in Iraq

RACAL Communications Ltd., of Bracknell is to supply its Racalink integrated radio communications system for use at Baghdad International Airport as part of Iraq's aeronautical fixed telecommunications network (AFTN) for air traffic control. The contract, worth some £290,000, was won in the face of keen international competition and is regarded by Racal as further proof of the tremendous export potential of its Racalink range of HF radio systems.

Under this contract, Racal is to supply and install comprehensively equipped transmitter and receiver stations linked by remote control facilities to the airport communications centre as well as antenna systems and test equipment. The network includes provision for selective calling procedures and for data and facsimile transmission. In addition, the company will provide customer training both on site and in the UK. Among the products to be supplied are the latest 10 kW TA 1800 transmitters, MA.1720 drive units, and RA.7914/7915 receivers. Installation will commence in December 1972 and the system is expected to enter service towards the end of 1973.

Successful export drive

EXPORT orders received during the first half of 1972 by Dunlop's Manchester based GRG Division show a rise of 27 per cent over the corresponding period in 1971.

The Division makes a wide range of products, the majority of which are industrial, and exports to over a hundred different countries ranging from giants such as the United States to small islands in the Pacific.

Among the most important products exported by GRG Division are offset litho blankets. The manufacture of successful litho blankets calls for considerable technological skill and experience, and the success of Dunlop blankets is illustrated by their world-wide acceptance, especially in both North and Latin America, Africa, India and in Europe, where Dunlop are particularly well established in the EEC countries. Offset litho printing has grown in importance throughout the world over the past decade and shows every sign of maintaining its growth in the future, Dunlop's strength in this field is therefore of great significance.

A good year for textile machinery and cars

SALES of British textile machinery to Hong Kong more than doubled to HK$ 35.4 million (£2.4 million) during last year, reports the Hong Kong Trade Development Council. The increase gave British suppliers a 9 per cent share of a market worth HK$ 391.7 million (£27 million).

Main sources of new machinery for the colony's major textile and garment industry, however, continued to be Japan and West Germany. The Japanese supplied 38 per cent of total requirements and the West Germans 23 per cent.

The Council also announced that Britain last year sold HK$ 166 million (£11.5 million) worth of road motor vehicles to the colony taking a 38 per cent share of the total import market and continuing as the leading supplier despite a strong challenge from Japan. However, British sales fell 7 per cent from the level of 1970 though vehicle imports into Hong Kong rose 14 per cent to a total HK$ 442.2 million (£30 million). Sales of Japanese motor vehicles were 56 per cent up on the previous year taking 34 per cent of the market while other leading supplier countries were West Germany with 14 per cent of total imports and Italy with 5 per cent.

Inspection services for Brazilian metro construction

MOTT Hay & Anderson, consulting engineers, have been appointed by the Brazilian firm, Construções e Comércio Camargo Corrêa S.A., to undertake inspection services in respect of cast iron segments now being manufactured for a one and a half mile section of the Sao Paulo Metro, by Head Wrightson of Stockton-on-Tees. This section is the third on line 1 of the new Metro.

The job, which includes supervision of manufacture (and of protection during transit from the United Kingdom to Brazil) of the 3,280 rings of 5.55 metre diameter, will continue until about April 1973.

Mott Hay & Anderson operate in Brazil in consortium with Master Engenharia e Consultoria Limitada.

Receivers top £250,000 in June

AN order recently received from the Italian Navy for HF radio receivers took the total value of such export contracts received by Racal Communications in June to a record £250,000. Other major receiver orders have also been received from the Netherlands, Greece, Switzerland, Norway and Belgium.

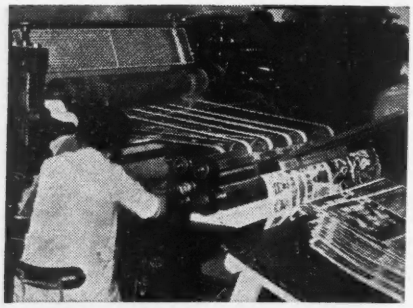
The order for the Italian Navy is for RA. 1205, single channel HF SSB receivers for use over the range 1.6-24 MHz. The equipment's design allows the user to monitor a number of channels simultaneously or to provide a network facility where overlapping of reception is required.

The other contracts, all for export and each of individual commercial significance, cover the supply of receivers of the RA. 1217, RA. 1218 and RA. 1220 types. These are all solid-state receivers in current production which offer full HF SSB facilities over the frequency range 1-30 MHz.

Government Publications in Wales

from

Her Majesty's Stationery Office, 109 St. Mary Street, Cardiff, CF11 JW



This machine is printing jigsaw forms at the Woodlesford, Leeds works of John Waddington Ltd. The illustrated forms seen right are cut in to jigsaw patterns before being boxed.

Jigsaw exports rise

EXPORTS to Europe of Waddington jigsaws have risen by 56 per cent for the first three months of this year. Primary reason, says the company, is new distribution efficiency resulting from a switch from containers to a roll-on/roll-off ferry-trailer operation, which cut delivery time by more than half.

Italian distributor Edilio Parodi in Genoa was so impressed when he received a £3,000 jigsaw consignment in six days that he commented it was faster than air freight. The most significant growth areas for Waddington are Denmark, Germany, Italy and Belgium.

British loudspeakers for Poland

A MAJOR export market in eastern Europe has been realised by RSC Hi-Fi Centres Ltd., retail and mail-order member of the Audio Fidelity Group. The company's export division has received from Poland an order for several hundred pounds-worth of high quality loudspeakers.

The Polish order is mainly for various sizes of Crescendo loudspeakers manufactured by Fane Acoustics Ltd., which is also a member of the Audio Fidelity Group.

Barkway intercom for Qatar

A £1,700 contract for Barkway intercom equipment for the Government of Qatar in the Arabian Gulf is now completed. The system, consisting of 25 industrial master units and two office units, was obtained through the Jassim Bin Khalid Al-Thani Trading Establishment in Doha, and will be installed in the transport and mechanical equipment workshops of the Qatar Government. The order was placed with Barkway Electronics Ltd. on behalf of the Qatar Government by export consultants Impex Consult of Wentworth, Surrey.

GEC wins £3.25 million contract in Bolivia

ONE of the highest microwave-radio telecommunications transmission systems in the world is to be installed in the Bolivian High Andes by GEC Telecommunications Ltd. The system will modernise the Bolivian trunk telephone communications network and provide facilities for tv to be relayed from La Paz, the capital, to other cities, and for the transmission of telex and data services. It will also allow international connections to similar systems in the neighbouring countries of Peru, Argentina, Chile and Brazil.

The turnkey contract, worth £3.25 million, has been placed by Empresa Nacional de Telecomunicaciones of Bolivia and covers surveying, planning, installation, commissioning, the training of local staff and responsibility for all associated civil engineering works. The company is also responsible for operating and maintaining the system during the first 12 months' operation.

Hovercraft sold to Brazil

HOVERMARINE Transport Ltd. of Woolston, Southampton, have announced the sale of a 65-passenger HM.2 Hoverferry for initiation of the first commercial hovercraft service in Brazil.

The HM.2, named 'Hovermarine One', was purchased by the State of Bahia and is being operated by Companhia de Navegacao Bahiana on a service out of Salvador in the Todos os Santos Bay. Hovermarine made the sale through their agents, Anglo Brasileira Comercio S.A. of Rio de Janeiro.

This purchase follows closely on the heels of another HM.2 sale in July which established the first hovercraft service in Italy, operating out of Venice along the northern Adriatic. Earlier this year Hovermarine delivered a general-purpose version of the HM.2 to the Belgian Government fitted out for hydrographic work on the river Scheldt. A further HM.2 was delivered this summer to a customer in Setubal Portugal who now owns and operates three.

MISSIONS and TOURS

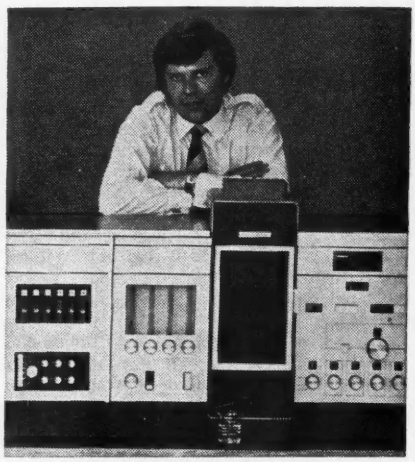
Food mission aims at south-east Asia

THE British Food Export Council has announced a 19-day mission to Thailand, Malaysia and Singapore. Led by Mr. Michael Allen, a director of William Grant and Sons Ltd., Distillers, with special responsibilities for the Far East, the mission will consist of executives of Associated Biscuits Ltd., The Distillers Co. (Yeast) Ltd., The Rayner Essence Group Ltd., Stevenson and Howell Ltd., Joseph Terry and Sons Ltd., Weetabix Ltd., and Whyte and Mackay Ltd. It leaves on September 18.

The three markets are the second largest consumers of British food and drink in the Far East, and collectively received exports valued at £8.4 million in 1971. The mission will seek to capitalise on the firm foundation and ready acceptance of British food and drink in Malayasia and Singapore, and in Thailand make fresh contacts to increase current exports.

Move to boost pump sales in ME

A TRADE mission organised by the British Pump Manufacturers Association and sponsored by the Department of Trade and Industry leaves for the Middle East on September 14. The 11-man team will visit Iran, Kuwait, Bahrein, Doha, Dubia, Muscat, Abu Dhabi and Iraq.



Off to America for 4½ months is Mr. Paul Johns, a product specialist with Pye Unicam Ltd. of Cambridge. Mr. Johns, who will be working at the company's distributors, Philips Electronic Instruments of Mount Vernon, is to act as an advisor on Pye Unicam products for some recently appointed sub-agents throughout the country. He is seen with the latest Pye Unicam instrument the SP1900 atomic absorption spectrophotometer.

Thirty mining engineers from Canada, Australia and South Africa recently completed a two-week tour of British mines sponsored by the Association of British Mining Equipment Exporters and the DTI. The Canadian party is seen here at the conclusion of the mission: (l to r) Mr. M. E. Young, Mr. C. E. Richardson, Mr. H. G. Stephenson, Mr. R. MacLean, Mr. J. M. Stitt, Mr. P. Zaharuk and Mr. W. Riva.

Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 14.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	1,2-Dichloroethane	Ethylene dichloride /1.2 dichloroethane	December 31, 1972	13513
29.07	Zinc 4-hydroxybenzenesulphonate	Zinc phenol sulphonate	December 31, 1972	13968
29.16	Methyl 2-chloro-9-hydroxyfluorene-9-carboxylate	Chlorflurenol	December 31, 1972	13951
29.35	(±)-2-Pyrrolidone-5-carboxylic acid	DL-2-Pyrrolidone 5 carboxylic acid (PCA)	December 31, 1972	13957
	Sodium (±)-2-pyrrolidone-5-carboxylate	Sodium DL-2 pyrrolidone 5 carboxylate (PCA(Na)	December 31, 1972	13956
73.11	Rolled steel section in lengths of not less than 488 centimetres and not more than 503 centimetres, being not less than 63 millimetres and not more than 76 millimetres wide, with a ridge, projecting at right angles from one face, not less than 19 millimetres and not more than 32 millimetres high, parallel to, and at not less than 10 millimetres and not more than 16 millimetres from one edge, the thickness of the ridge being not less than 4 millimetres and not more than 10 millimetres	Steel angle sections	December 31, 1972	12610

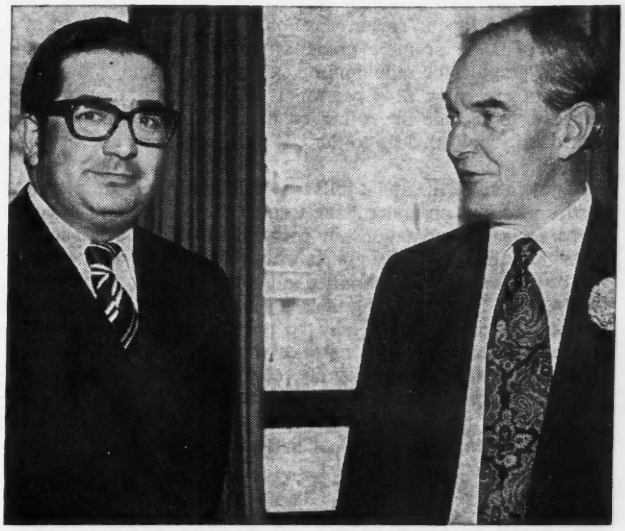
NOTE REVISED DEFINITIONS

Interested parties will wish to know that the definition for Dead-burnt magnesite (25.19) has been revised as follows:

Magnesite, dead-burned, containing (a) not less than 94 per cent by weight of magnesium compounds expressed as MgO, (b) not more than 0.08 per cent by weight of boron compounds expressed as B_2O_3, (c) not more than 3.0 per cent by weight of calcium compounds expressed as CaO, (d) not more than 1.75 per cent by weight of silicon compounds expressed as SiO_2, and (e) a total of not more than 3.0 per cent by weight of aluminium compounds and iron compounds expressed as Al_2O_3 and Fe_2O_3.

Interested parties will wish to know that the definition for Nickel plated dumet wire (73.14) has been revised as follows:

Iron-nickel alloy wire, copper-clad and nickel-plated, having an overall diameter of not less than 200 micrometres and not more than 600 micrometres, the nickel plating being not less than 2 micrometres and not more than 15 micrometres in thickness; the whole containing not less than 18 per cent by weight of copper, not less than 25 per cent by weight of nickel and not less than 40 per cent by weight of iron and having, when measured on an 0.20 metre length, a percentage elongation not less than 16 and not more than 25 and a tensile strength not less than 430 newtons per square millimetre and not more than 590 newtons per square millimetre, the rate of straining being 50 millimetres per minute.



Senor Fernando Batalla, Minister of Agriculture of Costa Rica, with Mr. Michael Noble, Minister for Trade. The picture was taken during the Costa Rican Minister's visit to the Department of Trade and Industry last week.

Interested parties will wish to know that the definition for Molybdenum alloy sheet and slabs (81.02) has been revised as follows:

Molybdenum alloy sheet containing not less than 98 per cent by weight of molybdenum, not less than 0.40 per cent by weight and not more than 1.00 per cent by weight of titanium and not less than 0.06 per cent by weight and not more than 0.20 per cent by weight of zirconium as the major alloying elements, of a thickness of not less than 1 millimetre nor more than 5 millimetres, and of such dimensions that the top surface area of the sheet is not less than 7,000 square millimetres and not more than 185,000 square millimetres.

Molybdenum alloy slabs containing not less than 98 per cent by weight of molybdenum, not less than 0.40 per cent by weight and not more than 1.00 per cent by weight of titanium and not less than 0.06 per cent by weight and not more than 0.20 per cent by weight of zirconium as the major alloying elements, of a thickness of not less than 12 millimetres nor more than 51 millimetres, and of such dimensions that the top surface area of the slab is not less than 7,000 square millimetres and not more than 185,000 square millimetres.

Annual review of temporary exemptions from import duty

THE Department of Trade and Industry are now reviewing all temporary exemptions from import duty (mainly chemicals) that are due to expire at the end of 1972.

Full details of the annual review were given in *Trade and Industry* dated August 17, 1972.

Interested parties are particularly reminded that submissions should reach the Tariff Division of the Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, not later than September 22, 1972.

The Import Duties (Temporary Exemptions) (No. 11) Order, 1972

THE Treasury has made the Import Duties (Temporary Exemptions) (No. 11) Order, 1972.

This Order provides for the temporary exemption from import duty, until October 3, 1972, of certain can ends of tinplate.

The Order came into operation on August 12, 1972 and has been published as Statutory Instrument 1972 No. 1246. Copies of the Order are available from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1 and branches (price 2p) or by post from HMSO, PO Box 569, London, S.E.1 (price 4½p).

Anti-dumping application on imports of high density polyethylene

THE Department of Trade and Industry is considering an application from BP Chemicals International Ltd. for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act 1969 on high density polyethylene imported from the USA and Japan. This application relates to polyethylene of a density of 0.940 or more grammes per cubic centimetre in the form of granules or moulding or extrusion compounds and of a value not exceeding £140 per tonne cif. The application may be extended to include any other countries found to be exporting high density polyethylene to the UK at prices which appear to be dumped.

A statement of the applicant's case will be supplied to interested parties who give an undertaking to treat the information in confidence. Any representations in connection with this application other than from foreign suppliers with whom special arrangements will be made should be submitted in writing not later than September 14, 1972. Such representations in summarised form and without attribution to the source may be passed to the applicants for comment. Those making representations should stipulate any particular matters which they do not wish to be disclosed.

Requests for copies of this statement, together with an undertaking in the terms set out above, should be sent in writing to Tariff Division, Room 323, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

Statutory licensing of medicines—termination of transitional period

THE attention of pharmaceutical manufacturers and wholesalers and the manufacturers and wholesalers of all types of medicinal products such as anaesthetics and immunologicals, is drawn to the fact that the transitional exemption period for licensing under the Medicines Acts 1968 and 1971 comes to an end on August 31, 1972. After this date it will, with very limited exemptions, be illegal to sell, supply, import or manufacture medicinal products in the UK in the course of any business without the appropriate licence. (Retailers do not need a licence for the sale of pre-packed medicinal products.)

Anyone who has not already made an application for a licence to authorise his activities under the Medicines Acts is advised to contact the Medicines Division, Department of Health and Social Security, Finsbury Square House, 33/37A Finsbury Square, London EC2A 1PP (01-638 6020 ext. 250) immediately or, in the case of veterinary products, the Ministry of Agriculture, Fisheries and Food, Government Buildings, Garrison Lane, Chessington, Surrey (Epsom 28664 ext. 122).

New export certificates for medicinal products

THE Department of Health and Social Security has been in correspondence with the associations representing the pharmaceutical industry and individual pharmaceutical companies about the new arrangements which will replace the issue of certificates of free sale for exported medicinal products in consequence of the end of the transitional period for licensing under the Medicines Act 1968 on September 1, 1972. Any exporter who is likely to need the new export certificates and who has not been in touch with the DHSS about this would be well advised to contact Medicines Division, Department of Health and Social Security, Finsbury Square House, 33/37A Finsbury Square, London EC2A 1PP (01-638 6020).

Pakistan and Bangladesh: resumption of ECGD cover

THE Export Credits Guarantee Department announces that, from September 1, cover will be resumed for exports to Pakistan and Bangladesh. Cover will be provided on terms of up to six months post-shipment credit. Policy holders are being notified of the arrangements for cover for these markets. Exporters with inquiries should contact their local ECGD office (see page 392).

Libya: commercial representation

FOLLOWING the request of the Libyan authorities for a substantial cut in the staff of the British Embassy in Libya, the Embassy Office at Benghazi has been closed, and the commercial staff at Tripoli much reduced. The services which the Commercial Department at Tripoli can now provide to British exporters will consequently be severely restricted. To enable the Tripoli Embassy to spread its efforts most profitably the following arrangements have been introduced:

Help to British business visitors to Tripoli will continue to be given the highest priority. UK staff will be available to receive visitors between 8.30 and 10.00 and between 12.30 and 14.00 (except Sundays), but, owing to the need for outside calls, cannot guarantee to be available without appointment at other times:

Correspondence concerning trade promotion activities in Libya should be sent to the Department of Trade and Industry. Where the inquiry is related to agency matters, status reports, importers' lists, or market information, papers should be addressed to ESD. Inquiries of a general economic and commercial nature should be made to CRE. Every effort will be made to answer the inquiry direct, but, where appropriate, and at the Department's discretion, correspondence will be referred to the Embassy in Tripoli.

It is regretted that the closure of the Embassy at Benghazi, and the additional work load on the remaining Commercial Officers in Tripoli, will inevitably mean that visitors to Cyrenaica cannot rely on receiving any assistance in that area from the British Embassy.

Inquiries about this notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry.

CRE ext. 2357

United Arab Emirates: transit and visitors visas

AN entry permit (obtained by a local sponsor) is no longer needed to secure a visitor's visa for the United Arab Emirates. Intending visitors to the UAE who wish to stay longer than three days should now apply direct to the Consular Section of the Embassy of the United Arab Emirates, 30 Princes Gate, London, S.W.7, for a visitor's visa. Business visitors will need a supporting letter from their company. The delay in issuing the visa is approximately 24 hours for a business visitor and about three weeks for a private visitor. Visitors may still obtain 72-hour transit visas on arrival at UAE airports provided they have a valid passport or travel document and an onward return ticket. **CRE ext. 2221**

Italy and Poland

A PROTOCOL to the long-term trade agreement of 1970-4 between Italy and Poland was signed in Rome on June 30. The Italian *Informazioni per il Commercio Estero* of July 26 published details of the protocol and set out particulars and amounts of the quotas to be exchanged between the two countries for 1972. The text of the protocol and commodity lists (in Italian) are available on application to Tariff Section, Export Data Branch. **EDB ext. 466/467/482**

Irish Republic: value added tax

THE Government of the Irish Republic have published a booklet entitled *Guide to the Value Added Tax*. Copies may be obtained from the Revenue Commissioners, Dublin Castle, Dublin 2.

EDB ext. 466/467/482

Cuba: visas

BRITISH businessmen intending to visit Cuba are advised that they are likely to require visas and should first inquire at the Cuban Embassy in London (tel: 01-734 9031/40).

Cameroon: change of name

ON June 1 the Federal Republic of Cameroon changed its name to the United Republic of Cameroon. **CRE ext. 2334/338**

TARIFF & TRADE NOTICES

Details of European Communities legislation which formerly appeared on this page are now published in the European Communities Section of the journal.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

France

GLOBAL QUOTAS FOR IMPORTS: The French *Journal Officiel* of August 18 announced the opening for the second half of 1972 of the following quotas for the importation of goods from all countries outside the Franc Zone and excluding Rhodesia.

Applications for import licences on form AC should be sent to the Direction Générale des Douanes et Droits Indirects (Division E), 8 rue de la Tour des Dames, Paris 9e. Application forms must bear in the appropriate place the words 'Contingents globaux—Avis du 18 Aout, 1972, No. de Code .....'.

Applications to import goods included in the lists below which, when imported from Britain are the subject of negotiated bilateral quotas, should be made in accordance with the conditions set out in the appropriate notice and not within the framework of this notice.

A. Products to be imported under licences for which applications are examined as and when received

Quota Code no.	Tariff no.	Product
0261	02.01 ex BII ex d[1]	Offal, of sheep
093	ex 07.01	Fresh vegetables not falling within quality standards and intended for industry
11	07.04 ex C	Dried, dehydrated or evaporated vegetables
101	08.01 ex B	Dried bananas
1385	13.03 B ex I	Dry pectic substances
113	ex chap. 20	Preparations of vegetables, fruit or other plants and parts of plants
D.A.	Miscellaneous[2]	Various agricultural products with the exception of those imported under the minimum price arrangement
D.P.M.	Miscellaneous[2]	Various sea fishing products
226	27.11 ex B	Petroleum gases and other gaseous hydrocarbons in containers
25	73.02 ex G, 81.04 FI, IJI, M, NI, PI	Ferro-alloys, metals and scrap of non-ferrous metals
S.M.C.	Miscellaneous[2]	Various products imported under the authority of the Service des métaux, minerais et matériaux de construction de la Direction des Mines
31	73.01 ex B	Charcoal iron
D.M.I.	Miscellaneous[2]	Various products of the metallurgical industry other than ECSC products
424	Chap. 91	Clocks and watches and parts thereof
463	85.21D ex E	Diodes, transistors and similar mounted devices incorporating semi-conductors, electronic microstructures. Parts
D.M.E.	Miscellaneous[2]	Various mechanical and electrical equipment
47	Miscellaneous[2]	Various aeronautical equipment
48	89.01 BI, ex 89.02	Sea-going vessels and tugs
51	Miscellaneous[2]	Sundry raw materials and miscellaneous products for the chemical industry
53	Miscellaneous[2]	Raw materials for antibiotics, cortisone and miscellaneous steroids
533	32.05	Synthetic organic dyestuffs; synthetic organic products of a kind used as luminophores; products of the kind known as optical bleaching agents, substantive to the fibre; natural indigo
54	Miscellaneous[2]	Miscellaneous parachemical products
56	Miscellaneous[2]	Miscellaneous glass manufactures
D.I.C. D.T.	Miscellaneous[2]	Various products under the authority of the Direction des industries chemiques, textiles et diverses

[1] Imports of the products listed under 0261 are reserved for importers who have contracts with FORMA (Fonds d'Orientation et de Régularisation des Marchés Agricoles).

[2] Importers must specify on their licence applications the customs tariff numbers of the goods. For quota DA they should refer to the notice of January 26, 1963 which laid down the rules to be followed in making import licence applications in respect of certain agricultural food products.

Attention is drawn to Quota Code no. 424, a new quota for clocks, watches, etc., added to this list for the second half of 1972.

B. Products to be imported by associations or similar organisations

Quota Code no.	Tariff no.	Product
770	48.01 A	Newsprint—Société Professionnelle des Papiers de Presse, 8 rue Yvon-Villarceau, Paris, 16e.

Inquiries should be addressed to Tariff Section, Export Data Branch. Copies of the French text can be sent on request or seen at Export House. **EDB ext. 423/408/288**

Spain

ADDITIONS TO LIST OF CAPITAL GOODS: The Spanish *State Gazette* of July 31 announced additions to the list of Capital Goods admitted at a reduced rate of 5 per cent import duty, subject to the usual conditions, for a limited period from August 1, 1972, as follows:

Tariff no.	Description	Valid during
ex 84.28.A2	Machines for compressing hay into circular blocks or prisms with a diameter or lesser side exceeding 22 mm	2 years
ex 84.30	Machines for preparing fish—removing the heads (topping); gutting, or combined with topping; filleting, or combined with topping; slicing and cutting machines with multiple cutters for producing steaks, cutlets or fingers, etc.; cutters for opening cod-fish; skinning machines, back-bone removers; grading and packing machines	2 years
ex 84.45.C9	Automatic presses for simultaneously cutting and stamping sheet metal on a moving base adjustable in two axes	1 year
C11	Double-acting hammers for drop forges, over 50 tons wt.	2 years
C16	Machines for cutting rack-bar teeth by means of a pinion, with a capacity for producing bars longer than 1.7 metres	2 years
ex 84.59.J	Automatic machines for adjusting and checking clearances in telephone relays	2 years
	Automatic machines for assembling spring-blocks for telephone relays	2 years
	Automatic machines for adjusting and checking contact clearances in spring-blocks for telephone relays	2 years
	Automatic machines for forming contacts on springs for telephone relays or selectors from wire by soldering, cutting and shaping, and finally testing	2 years
	Automatic machines for manufacturing articles from thermo-plastic material, with a revolving plate carrying six or more moulds	2 years
	Machines with perforated endless belts, for producing rigid panels of expanded polystyrene	2 years
	Plunger type extruders with cutting head, for producing articles of rubber or thermo-plastic	2 years
ex 85.11.B2	Machines for flash butt-welding of steel coils over 1 metre wide, incorporating rope brushes	2 years
ex 85.19.B	Armoured housings with a sulphur-hexafluoride atmosphere for handling voltages of 50,000 or more	1 year

(continued on next page)

Catalogues of Government Publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

SPAIN
continued

Tariff no.	Description	Valid during
ex 90.28.C8	Benches with electronic measuring systems for checking carburettors	2 years
	Benches with electronic measuring/recording systems for indicating stretching, compression or twisting, operating at 40 tons or more	2 years
	Automatic test-benches controlled by punched-tape, for the electrical testing of relays and cords in PBX switch-boards	2 years
	Equipment for non-destructive testing of metallic articles by means of induced currents or by an electrical-resistance type of stretch-meter	2 years

EDB ext. 462/471/472/473

Yugoslavia

IMPORT REGULATIONS—HIDES: It was announced in the Yugoslav *Official Gazette* of June 30 that with effect from July 1 the import category for tariff number 41.01/1-5 (ox, horse, calf, sheep, lamb, goat and kid hides) is now L.B (free import). Imports in this category carry no restrictions. Enterprises may obtain from authorised banks foreign currency in exchange for dinars: alternatively enterprises may use the foreign exchange which they keep in their accounts with authorised banks. No further details are available. **EDB ext. 420/475**

Israel

PURCHASE TAX: The Israeli authorities have issued the following amendments to the Purchase Tax Order:

	Rate of tax
Domestic appliances and parts thereof:	
Appliances, operated by electricity, excluding those for preparing food and drink, and lighters for gas appliances:	
Appliances for the ionization of air, sold before 1.4.73	30%
Other	60%

EDB ext. 420/475

Kenya

EXCHANGE CONTROL—BUYING COMMISSION: With effect from July 31, buying or confirming commission in respect of imports into Kenya in excess of 3 per cent will not be approved for remittance overseas by the Kenya Exchange Control authorities. Where both charges are raised, the total approved for remittance will not exceed 3 per cent maximum. Only in very exceptional circumstances will charges in excess of 3 per cent be authorised. **EDB ext. 471/472/473/462**

Uganda

POSSIBLE CANCELLATION OF ORDERS: In view of the Government of Uganda's announcement concerning certain residents being required to leave Uganda, UK firms who have orders placed by Asian manufacturers and wholesalers should get confirmation of the original orders as soon as possible, as these may be cancelled or not taken up. **CRE ext. 3331**

Zaire

EXCHANGE CONTROL: The Banque du Zaire has issued Banking Circular 140 dated August 8, the provisions of which affect all travellers entering or leaving Zaire. Details are available. **CRE ext. 2334/3338**

South Africa

AGRICULTURAL REMEDIES REGULATIONS: The South African *Government Gazette* of August 11 carries Notice R.1375 setting out the Regulations pertaining to the Registration and Sale of Agricultural Remedies. These also apply to imported products. **EDB ext. 471/472/473/462**

Malaysia

IMPORT CONTROL—MOTOR VEHICLES: The following two schedules should follow schedule 1 in the item published in last week's issue, page 345.

SCHEDULE 2

(Motor vehicles from all countries which may not be imported into Sabah except under licence)

Customs tariff heading no.	Description
87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles, other than those of heading No. 87.09)
	Motor vehicles for the transport of persons, including sports motor vehicles and dual purpose vehicles, but excluding ambulances and buses:
139	completely built up, new
149	completely built up, other than new
	Motor buses, being vehicles with seats for more than 6 persons:
231	completely built up, new
239	completely built up, other than new
	Motor vehicles for the transport of goods or materials (other than dua purpose vehicles):
331	completely built up, new
339	completely built up, other than new
87.09	Motor-cycles, auto-cycles and cycles fitted with an auxiliary motor:
820	completely built up, new
890	completely built up, other than new

SCHEDULE 3

(Motor vehicles from all countries which may not be imported into Sarawak except under licence)

Customs tariff heading no.	Description
87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles, other than those of heading No. 87.09)
	Motor vehicles for the transport of persons, including sports motor vehicles and dual purpose vehicles, but excluding ambulances and buses:
139	completely built up, new
149	completely built up, other than new
	Motor buses, being vehicles with seats for more than 6 persons:
231	completely built up, new
239	completely built up, other than new
	Motor vehicles for the transport of goods or materials (other than dual purpose vehicles):
331	completely built up, new
339	completely built up, other than new
87.09	Motor-cycles, auto-cycles and cycles fitted with an auxiliary motor:
820	completely built up, new
890	completely built up, other than new

EDB ext. 469/468/401

Australia

RESULT OF DUMPING TARIFF BOARD INQUIRY ON COPPER OXYCHLORIDE: A notice was published in *Trade and Industry*, July 22, 1971, to the effect that a reference had been made to the Tariff Board under the Australian Tariff (Dumping and Subsidies) Act on copper oxychloride (tariff item 28.30.100). The inquiry has been completed and as a result, dumping has been confirmed and dumping duties imposed retrospectively from July 15, 1971. Ref. CRE 1779/71. **CRE ext. 2318/2319**

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Canada

ADDITIONAL CUSTOMS DECLARATION FORM: *Trade and Industry* of August 17 (page 301) contained a notice about the customs declaration required for all import shipments where the declared fair market value or the selling price of the goods is Canadian $10,000 (£4,000) or more. It is confirmed that the procedure will come into effect on September 1, 1972. Exceptions are (a) goods which are in transit prior to September 1, and (b) goods which are entered for warehouse prior to September 1, 1972. Copies of the regulations, including a copy of the declaration form (entitled Special Exporters' Declaration), are available from Tariff Section, Export Data Branch. **EDB ext. 455/456/457**

DOCK STRIKE AT BRITISH COLUMBIA PORTS: UK exporters may face delays to goods consigned to British Columbia ports. Negotiations over a new contract for longshoremen have reached stalemate. The ports of Vancouver, New Westminster, Victoria, Nanaimo, Port Alberni and Prince Rupert are affected. It is understood that the US port of Seattle has designated two piers for 'Canadian distribution'. The entitlement to British preferential tariff treatment is protected provided shipments are covered by through bills of lading to show that the goods were originally intended for Canada. **CRE ext. 2328**

United States

CUSTOMS VALUATION AND TARIFF MATTERS: The US Tariff Commission is at present studying customs valuation procedures of the United States and foreign countries with a view to 'developing and suggesting uniform standards of customs valuation which would operate fairly among all classes of shippers in international trade'. Public hearings are to be held in Washington DC beginning September 11, San Francisco beginning September 19, and New Orleans beginning September 26. To facilitate the hearings an interim report (T.C.Publication No. 501) has been prepared and is available from the office of the Secretary, US Tariff Commission, Washington DC 20436. A study has also begun to convert the US Tariff Schedules into the basic format of the Brussels Tariff Nomenclature. In due course public hearings will be scheduled and notice of this will be given in *Trade and Industry*. **CRE ext. 2397**

IN VITRO DIAGNOSTIC PRODUCTS: *Trade and Industry* of February 10 gave notice of the proposed introduction of regulations governing in vitro diagnostic products. The proposed regulations have been announced and seek to assure that results obtained using the products are reliable and accurate. Comments should be submitted (preferably in quintuplicate) by October 26 to the Hearing Clerk, Department of Health, Education and Welfare, Room 6-88, 5600 Fishers Lane, Rockville, Md 20852. (FR 17.8.72)
CRE ext. 2397

IMPORTS OF EHV POWER CIRCUIT BREAKERS AND EHV POWER TRANSFORMERS AND REACTORS: The Director of the United States Office of Emergency Preparedness has ordered an investigation under Section 232 of the Trade Expansion Act 1962 to determine whether extra high voltage (EHV) power circuit breakers and EHV power transformers and reactors are being imported into the United States in such quantities or under such circumstances as to threaten to impair the national security. Comments should be submitted in writing (25 copies) within 45 days of the public notice issued on August 15. A further 30 days are allowed in which to rebut comments made on the first round. Submissions should be made to the Director, Office of Emergency Preparedness, Executive Office Building Annex, Washington DC 20504. Ref. CRE 38582. **CRE ext 3364**

COSMETICS: On April 11 an order was promulgated to provide for the voluntary registration of producers of cosmetic products and the voluntary filing of cosmetic ingredient and raw material statements. Legislation is now pending to require cosmetic ingredient labelling and the Commissioner of Food and Drugs has published a format for use by manufacturers who wish to adopt ingredient labelling on a voluntary basis in the interim. (FR 11.8.72)
EDB ext. 455/456/457

DIAGNOSTIC X-RAY SYSTEMS: *Trade and Industry* of October 21, 1971 gave notice of proposals for a new standard applicable to the emission of X-radiation from diagnostic X-ray systems and certain of their components. The proposal, with some modifications, has been adopted and becomes effective on August 15, 1973. (FR 15.8.72) **EDB ext. 455/456/457**

Jamaica

EXPORT INDUSTRIES ENCOURAGEMENT LAW 1956: The Jamaican Minister of Industry and Tourism is considering whether wrought iron products should be declared 'approved products' for the purposes of the Export Industries Encouragement Law 1956. 'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, raw materials, etc, and other concessions. Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica. **CRE ext. 2627**

Guatemala

IMPORT OF TALLOW PROHIBITED: Decree 44-72 of the Congress of the Republic of Guatemala, in force from July 29, prohibits the import of beef tallow, industrial tallow and tallow of all other kinds. The use of tallow in mixtures with oils and fats used in food preparations is also prohibited. The Guatemalan Ministry of Economy is empowered to issue permits for the importation of industrial tallow for the soap industry when there is a national shortage. **EDB ex. 474/476/7312**

Argentina

PRIOR DEPOSIT EXEMPTIONS: Argentine Central Bank Circular 435 modifies Circular 371 which listed goods exempt from a prior deposit. British exporters with inquiries should specify the products with which they are concerned. **EDB ext. 474/476/7312**

PAYMENTS: Central Bank Circular 440 of July 21, 1972 includes the following: 'B- Imports. Payments abroad may be made through the Commercial Exchange market up to only 30 per cent of the fob value at the port of loading the remainder being transferable through the Financial Exchange market'. Circular 434 of May 15, 1972 mentioned in *Trade and Industry* of June 8, remains in force.
EDB ext. 474/476/7312

Ecuador

PRIOR DEPOSITS: From August 14 a new scale of prior deposits is being enforced. List 1 is now divided into three groups with deposits ranging from 20 to 40 per cent, whereas List 2 has been condensed into two sections only, with deposits of 100 per cent or 130 per cent. **EDB ext. 474/476/7312**

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The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Brazil

REFERENCE PRICES: Brazilian Customs Policy Council Resolution 1346 extends for a period of six months from July 12, 1972 the application of Customs Policy Council Resolution 1004 of April 30, 1971 which established the following reference prices:

Tariff no.	Description	Reference price, US$ each, cif
97.03.01.00	Arms constituting toys or incapable of causing harm:	
	Up to 200 g	0.50
	201-400 g	1.32
	401-600 g	1.96
	601-800 g	2.48
	801-1,000 g	3.08
	Over 1,000 g	3.60
97.03.03.00	Mechanical toys:	
	Friction or clockwork	
	Up to 200 g	0.65
	201-400 g	1.52
	401-600 g	1.98
	601-800 g	3.57
	Over 800 g	5.78
	Battery operated or electric	
	Up to 200 g	0.71
	201-400 g	2.01
	401-600 g	3.39
	601-800 g	3.72
	801-1,000 g	5.08
	Over 1,000 g	11.90

Customs Policy Council Resolution 1347 extends for a period of six months from July 12, 1972 the application of Customs Policy Council Resolution 1178 of November 22, 1971 which established the following reference prices:

Tariff no.	Description	Reference price, US$ each, cif
97.02.00.00	Dolls:	
	a. Dolls operated by any mechanism, spring or battery:	
	Up to 40 cm	8.00
	40-80 cm	10.00
	60-80 cm	12.00
	Over 80 cm	18.00
	b. Other dolls:	
	Up to 10 cm	1.60
	10-20 cm	2.20
	20-40 cm	3.20
	40-60 cm	5.00
	60-80 cm	8.50
	Over 80 cm	12.00

Customs Policy Council Resolution 1348 extends for a period of six months from July 12, 1972 the application of Customs Policy Council Resolution 998 of April 30, 1971 which established the following reference price:

Tariff no.	Description	Reference price
76.01.01	Aluminium ingots	US$ 540.00 per ton cif

EDB ext. 474/476/7312

Peru

FURTHER FOREIGN EXCHANGE MEASURES: In an effort to slow down the outflow of foreign exchange, exacerbated by increasing cash payments for imports, the Peruvian Government, through their Board for External Transactions in the Private Sector, have supplemented the measures referred to in *Trade and Industry* of December 9, 1971, so as to ensure that Peruvian companies importing capital goods (ie effectively most types of machinery and equipment, as opposed to raw materials) make use of foreign lines of credit negotiated by local banks and finance companies to spread payments over several years. This latest regulation applies to transactions entered into as from August 7, whether for payments of bills or for the opening of documentary credits, and relates to all orders of more than US$10,000 from a single supplier. Payments on account may still be made where the sum involved does not exceed 20 per cent of the fob value of the goods to be imported. The following table indicates minimum requirements for payment of the balance by instalments, the amounts to be uniform or in an ascending scale:

Fob values of imports US$		First payment (in *months* after date of final shipment)	Cancellation of remainder (in *years* after date of final shipment)
From 10,001 to	50,000	3	2
50,001	100,000	3	3
100,001	200,000	6	4
200,001	400,000	6	4½
400,001	1,000,000	12	5

The import of capital goods whose fob value exceeds US$1 million will be subject to prior consultation with the Board.

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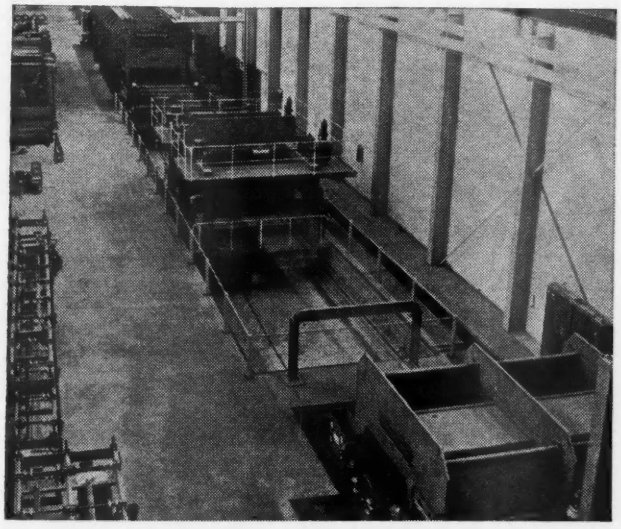
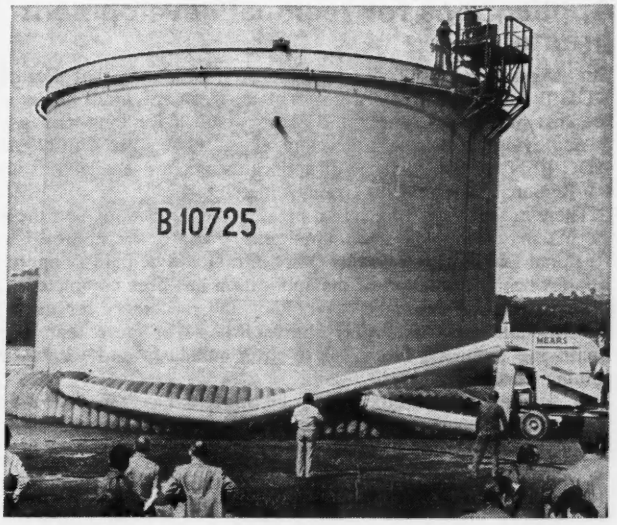


Initial orders for European customers are being completed at this new Anglo-German steel cord belting manufacturing unit at the Conrad Scholtz/BTR factory in Hamburg. Steel cord conveyor belting has already won for BTR Ltd. two Queen's Awards to Industry for technical innovation and export achievement. Through the joint venture the companies hope to secure many orders in the European Community's expanding mechanical handling industry.



This 70-ton storage tank in Southern France was moved a distance of 300 m.—across a road, three railway tracks and a pipe track—by two Englishmen and two local labourers. The operation took three days, using hover flotation. The contract, awarded by the Société Nationale des Pétroles d'Aquitaine, was carried out by the Air Cushion Division of Mears Construction Ltd., London, in conjunction with Camom, Paris. The removal took place at Lacq, near Pau.

New EC legislation

Further information on the items in this section is available from Department of Trade and Industry, Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, extension as indicated at end of each item), or Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877).

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts may be seen on application.

Processed fruit and vegetables. Regulation (CEE) No. 1759/72 modifies Regulation (CEE) No. 1558/71 laying down safeguard measures applicable to the import of tomato puree. (*Journal Officiel* No. L184, August 12, 1972)

Regulation (CEE) No. 1760/72 modifies Regulation (CEE) No. 1643/71 establishing a minimum price system applicable to the import of tomato puree coming from Greece. (*Journal Officiel* No. L184, August 12, 1972)

Cereals. Regulation (CEE) No. 1761/72 sets out a derogation from Regulation (CEE) No. 1492/71 which fixes the procedures and conditions for the taking over of cereals by intervention agencies, in so far as it concerns the percentage of shrivelled grains in barley taken over by the intervention agencies during the 1972-73 marketing year. (*Journal Officiel* No. L184, August 12, 1972)

Cattlemeat, beef and veal. *Trade and Industry* dated July 20 contained a notice about Regulation (CEE) No. 1401/72 fixing the rates of suspension of the Common Customs Tariff duties and levies in the cattlemeat sector. The *Journal Officiel* No. L188 dated August 18, 1972 contains a correction to this Regulation.

Seeds. Decision No. 72/292/CEE concerns the equivalence of on-the-spot inspections carried out in third countries on crops for seed production .(*Journal Officiel* No. L186, August 16, 1972)

Decision No. 72/293/CEE concerns the equivalence of seeds produced in third countries. (*Journal Officiel* No. L186, August 16, 1972)

Decision No. 72/294/CEE concerns the equivalence of potato plants produced in third countries. (*Journal Officiel* No. L186, August 16, 1972) **EDB ext. 7174/408**

COMMON COMMERCIAL POLICY — COMMUNITY IMPORTS: The *Journal Officiel des Communautés Européennes* No. L184 dated August 12, 1972, contains the text of Regulation (CEE) No. 1751/72 extending to other imports the Annex to Regulation (CEE) No. 109/70 which established a common system applicable to imports into the EEC from state trading countries. The French text may be seen on application. **EDB ext. 7174/408**

EEC/EFTA Information Unit at DTI

The EFTA Information Centre at the Department of Trade and Industry has been expanded into the EEC/EFTA Information Unit.

EEC Information: The Unit is the Department's central inquiry point for general questions and, where necessary, will put inquirers in touch with appropriate specialists in the Department. Inquiries on specific matters, however, should continue to be addressed to the appropriate part of the Department dealing with the particular matter where this is known.

EFTA Information: The Unit will continue to disseminate information about the European Free Trade Association and to deal with general inquiries and advise on sources of more detailed information on EFTA. Copies of EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Unit.

The EEC/EFTA Information Unit is at DTI, 1 Victoria Street, London SW1H 0ET. Telephone: 01-222 7877. EEC Inquiries ext. 3579 or 2479, EFTA Inquiries ext. 2480 or 2479.

Applications for regional development grants

THE Department of Trade and Industry announce that Forms RDG/P for application for regional development grant towards the cost of new machinery and plant provided for long-term use in qualifying premises in a development area, together with Notes RDG/PEN for the guidance of applicants are now available from the Regional Development Grants Offices.

There are no fixed application periods and applications on these Forms may be made when applicants wish to the appropriate Regional Development Grants Office. Grant will be paid as appropriate when examination of the application has been completed.

Form RDG/P does not cover plant and machinery for use in construction activities or for short-term use in more than one qualifying premises. Nor does it cover buildings and works or mining works.

A further announcement will be made when the following further application forms and notes are available:

Form RDG/S and Notes RDG/SEN covering machinery or plant provided for use in construction activities in development areas and short-term use in qualifying premises in development areas,

Form RDG/B and Notes RDG/BEN covering buildings and works in development, intermediate and derelict land clearance areas,

Form RDG/M and Notes RDG/MEN covering mining works in development areas.

The addresses of the Offices are: Department of Trade and Industry, Regional Development Grants Office,

Queensway House,
West Precinct,
Town Centre,
Billingham,
Teesside, TS23 2NF.
Tel. (0642) 553671.
Telex 58608.

St. Peter's House,
Stanley Precinct,
Bootle,
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Tel. 051-922 4030.
Telex 627162.

24/26 Newport Road,
Cardiff, CF2 1SY.
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Telex 49538.

Magnet House,
Waterloo Street,
Glasgow, C.2.
Tel. 041-221 9833.
Telex 77611.

CAA sets up private aviation committee

THE Civil Aviation Authority is to set up a new standing committee which will be concerned with all forms of private flying. The CAA states that it is its wish to keep in touch with the views and aspirations of general aviation and that it is looking forward to working with the representative bodies to further the interests of this branch of aviation.

The proposed terms of reference of the committee are:

1 to inform the Civil Aviation Authority of the progress and requirements of private and club flying, gliding and ballooning in the United Kingdom and to consider how the Authority may help to meet those requirements

2 to enable the Authority to discuss with the organisations represented on the committee proposals wich it may wish to make affecting their interests.

Mr. Christopher Chataway, Minister for Industrial Development (centre), attended the first meeting, in Glasgow last week, of the Scottish Industrial Development Board. He was accompanied by Lord Polwarth, Minister of State, Scottish Office (right). They are photographed with Mr. Robert Fairbairn, chairman of the Board.

Chairman of the committee will be the chairman of the Civil Aviation Authority, Lord Boyd-Carpenter or, in his absence, the deputy chairman, Mr. Robin Goodison. The first meeting of the committee will be held on October 3.

The following organisations have agreed to be represented on the committee:

British Balloon and Airship Club
British Gliding Association
British Light Aviation Centre
Business Aircraft Users Association
General Aviation Safety Committee
Guild of Air Pilots and Air Navigators
Popular Flying Association

The committee's deliberations will be in addition to the day-to-day contact between officers of the Authority and the private flying movement, and it is not intended that it should supersede the activities of other existing committees, such as the Civil Aircraft Control Advisory Committee.

The committee will replace the Standing Joint Committee on Private and Club Flying and Gliding (PACFAG).

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments:

Mr. C. S. McKenzie of Caernarvon to be chairman of the Merseyside and North Wales Electricity Consultative Council, in succession to Mr. H. Evans, who is to retire at the end of his current appointment on September 30, 1972.

Mr. L. J. Clark to be re-appointed as chairman, and Mr. F. J. Green to be re-appointed as deputy chairman, of the Northern Gas Board until December 31, 1972.

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Advance factory developments in Aberdeen and Dundee

MR. Christopher Chataway, Minister for Industrial Development, announced in Glasgow on August 22 the allocation of a Government advance factory in Aberdeen to a firm engaged in North Sea oil. He also announced authority to build a new advance factory in Dundee.

The Aberdeen factory is at Craigshaw Industrial Estate. Approval has been given in principle by the Department of Trade and Industry to the sale of the factory to the firm of South Eastern Drilling Services Ltd. (SEDCO), Jackson, Mississippi. It is 14,600 sq. ft. in size.

The factory at Dundee will be of 30,000 sq. ft. Authority has been given to Scottish Industrial Estates Corporation for construction on behalf of the Department of Trade and Industry.

Contracts of Employment Act 1972

COPIES of the Contracts of Employment Act 1972 (Contracts of Employment Act 1972 Chapter 53, HMSO, price 16p) are now obtainable at branches of HM Stationery Office.

The Act, which came into operation on July 27, 1972, consolidates the Contracts of Employment Act 1963 and amendments made to it by the Redundancy Payments Act 1965 and the Industrial Relations Act 1971. The Act is merely a consolidating one and makes no change in the law.

The Department of Employment's Guide to the Contracts of Employment Act 1963 will be revised in due course to take account of the new legislation, but employers and employees may continue to use the existing edition for reference purposes. Written statements issued to employees after July 27, 1972, should, however, refer to the Contracts of Employment Act 1972 and not to the 1963 Act.)

Notes

The new Act (as did the amended 1963 Act, now repealed):

(*a*) gives employers and employees rights to minimum periods of notice to terminate employment;
(*b*) gives employees certain rights during the period of notice;
(*c*) lays a duty on employers to give their employees written particulars of their main terms of employment;
(*d*) requires employers to inform their employees in writing about their rights under the Industrial Relations Act 1971 in relation to trade union membership and activity, and whom to approach when they have a grievance about their employment.

Proposed overhead electric lines in Rural District of Battle

THE Secretary of State for Trade and Industry has authorised a public inquiry to be held into the application by the South Eastern Electricity Board for his consent to the placing of sections of the proposed Ninfield to Mountfield 33,000 volt electric line above ground from a point south west of Little Marland Plantation to a point near Downland Wood in the Parish of Catsfield and from a point near Kemhide to a point near Foxhole Farm in the Parish of Battle in the Rural District of Battle, East Sussex.

The Secretary of State has appointed Mr. F. B. Midgley, an Engineering Inspector of the Department of Trade and Industry, to hold the inquiry on his behalf and Mr. H. L. Nicholson, a Planning Officer of the Department of the Environment, will attend as an assessor on amenity aspects.

The inquiry will open at 10.00 a.m. on Tuesday, September 26, 1972 at the Council Chambers, The Watch Oak, Battle.

'Miranda's' autumn duties

THE DTI trawler support ship *Miranda* will be on duty at the fishing grounds off Iceland during September. She was expected to leave Hull on August 27 and return by early October for a refit before sailing again for the winter season in early December.

Miranda will be commanded by Commander Charles Adams, DSC, RN (Rtd.). She will broadcast meteorological forecasts to the trawler fleet, and will be available to give medical assistance to trawler crews.

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To help you meet these challenges the Department of Employment has set up a course in export office procedure for staff in exporting departments.

The course covers the procedure, documentation and particular problems associated with exporting—such as containerisation and their shipping forms.

The course also explains the basic principles of passing on information, thus helping those taking the course to implement export procedures within their own organisation.

All applicants should be experienced in clerical work.

Each course lasts five days, and the fee is £28 per place.

Courses are held regularly in England, Scotland and Wales and special arrangements can be made for companies or organizations in their own premises or at a local venue.

For further details and a list of courses already planned, please write to: The Senior Training Officer, (TE4), Department of Employment, Ebury Bridge House, Ebury Bridge Road, London, S.E.1., or to any Regional Office of the Department.

DE Department of Employment

NEW PUBLICATIONS

The adoption of value added tax (VAT) system in the European Economic Community and elsewhere, and the proposal to introduce a similar fiscal system in Britain in 1973, provides the background to three new books which have recently been published and which help to explain this tax innovation. The first of these, **Value-Added: the Tax and the Concept,** by D. S. Buchanan (28 pages. Aslib. 75p net; 60p to members. SBN 85142 041 9) provides a valuable guide to information sources not only to the organizations which can supply information on VAT in the UK and Europe, but also contains a useful bibliography which provides a key to the general theory and principles of VAT. Each entry is briefly annotated, items are cross-referenced where necessary and full bibliographical references to periodicals cited are given. The next book is particularly aimed at the business community and centres on the commercial effects of VAT, both before and after the tax is introduced. This is, **Businessman's Guide to Value-Added Tax,** by P. B. Warren (105 pages. Gower Press Ltd. £2.50. SBN 0 7161 0114 9) provides practical advice on the design of essential documents such as book-keeping forms, invoices, statements and receipts that will be affected and are needed to declare the tax. The book then lines the proposals for a value-added tax system in the Republic of Ireland and presents the 1972 framework of the VAT system in the UK. The last of these books, **VAT Explained: The Businessman's and Manager's Guide to Value Added Tax,** by John Chown (224 pages, Kogan Page Ltd. £1.90. ISBN 85038 022 7) is directed at the manager and the businessman who have to understand the new tax and assess its implications for their companies, as suppliers or as customers. The first 5 chapters give a general description of the principles of VAT. Part 2 deals with special problems which will apply to most traders, such as Returns, Discounts and Bad Debts, Capital Investment, Cash Flow, etc. Part 3 discusses trades and transactions afforded special treatment. Part 4 deals with international transactions in exports and imports including services and intangibles such as patent and copyright licences. Part 5 discusses the economic arguments for and against VAT and also describes its history in other countries. Five appendices are provided which reproduce the White Paper, the Finance Bill and the 3 EEC Council Directives issued to date.

Sources of Economic and Business Statistics, by Bernard Edwards. (272 pages. Heinemann. Hard cover edition. £3.75. ISBN 434 905208. Paperback edition £1.90. ISBN 434 90521 6). The author of this guide to the sources of official statistics on the United Kingdom economy is the principal of the Aberdeen College of Commerce. Most of the 13 chapters describe the statistics available on a particular aspect of the economy, eg production and industrial statistics; distribution statistics; overseas trade and the balance of payments and, finally, the index of retail prices. There are also brief chapters on the Central Statistical Office and the development of government statistical services, on classification used in economic and social statistics, and on the uses of economic statistics, with the emphasis on their use in the preparation of short-term forecasts. The descriptions given are taken either from the publications themselves or from other published sources, mostly of an official nature or contributions by government statisticians to professional journals. The author states that this book is intended to be read with the official statistical publication to which he refers, but since some of these titles do not exist, eg "Northern Ireland—Railway Statistics", p 152, it would be rather difficult to refer to them. It is unfortunate that in many cases titles are not accurately or consistently cited, eg *National Income & Expenditure*, p 18 is sometimes referred to as 'National Income & Expenditure Blue Book', p 56, 'Annual Blue Book', p 191, or 'National Income Blue Book', p 239. Also, the bibliographical information given is not always sufficient to ensure the publication referred to can be obtained, without reference to another source to verify details. The provision of a bibliography in any future revision of the book could overcome his.

The Changing World Market for Iron Ore 1950-1980: an Economic Geography, by Gerald Manners. (384 pages. Published by The Johns Hopkins Press Ltd. for Resources for the Future Inc. £6.65. ISBN 0 8018 1308 5). The main objective of this study is to examine the economic, technological, sociological and political forces that have acted upon the iron, steel, and the iron-ore industries in recent years. Fundamental questions concerning the changing magnitude and geographical characteristics of the world iron ore industry are studied: the result is a parallel analysis of the locational behaviour of both the iron and steel and the iron ore industries which relates the recent past to the immediate future. Part I analyses the principal factors influencing the location of the demands for iron ore; whilst Part II examines the supply of iron ore and analyses changes in the market for ore. The final part prognosticates on the world outlook for the industries concerned. The text of the study is supplemented by various tables and the appendices which follow provide data on the world consumption, production and demand of crude steel by regions and countries. A comprehensive bibliography is also provided. This work will be useful to economists, geographers and experts on international trade.

With the UK's decision to enter the European Community after more than ten years of negotiations, and despite the deluge of discussion and debate it is arguable that the general public still do not have a clear idea of what membership of the Community is likely to entail. Two books recently published attempt to remedy the situation, the first considers the historical side and is entitled, **Into Europe: the Structure and Development of the Common Market,** by A. E. Walsh and J. Paxton. 2nd edition. (244 pages. Hutchinson. Cased £4.00. ISBN 0 09 112570 7. Paper £2.25. ISBN 0 09 112571 5). It analyses the progress made in the development of the Common Market from the signing of the Treaty of Rome in 1957 and then to 1972, and presents a concise and overall view of the nature of the Common Market, the various laws, policies and funds which form part of the Articles of the Treaty of Rome, as they have been developed and interpreted from January 1, 1958. These include the Institutions of the European Communities; the Tariff Structure of the Common Market; the Agricultural Policy; Sales and Turnover Taxation; Social Security contributions in the Common Market countries; Mobility of people and capital and, finally, Agreements of Association and Trade. Four appendices provide details of the following: Trade by Commodities to Britain and the Common Market Countries; Statistics of Production using Input-Output tabulations; Production Statistics for 21 basic commodities; and Population of the Common Market. The second book, **Community Europe Today,** by R. Broad and R. J. Jarrett. Revised Edition (255 pages. Oswald Wolff (Publishers) Ltd. £1.50. ISBN 0 85496 220 4 describes how the Community was born and grew up from the early 1950's to the close of 1971, and outlines the main economic, political and social trends in the six founder member countries. These are dealt with in six main parts—Part I: Introduction, reports on the movement towards European unity. Parts II-V discusses the community as a society, structure, policy-maker, and its place in the world. In conclusion, Part VI deals with the community and its future. An Appendix outlines the terms negotiated for British membership of the European Community. Both these books are clearly written and they provide an up-to-date and accurate account of Community Europe.

The Crisis in Planning: edited by M. Faber and D. Seers. (Volume 1: The Issues. 192 pages. Volume 2: The Experience. 221 pages. Published by Chatto & Windus for Sussex University Press. £8.00 set of two volumes. ISBN 0 85621 003 x) These two volumes provide a comprehensive and authoritative review of economic planning as it has been practised during the past fifteen years. Volume 1 consists of a series of papers and discussions among planning specialists on the main issues, such as the role of planning, its politics, methodology and international aspects. Volume 2 contains papers relating to the planning experience in selected countries of Asia, Africa, Latin America and Europe, and consists of two types of papers: those which present accounts of the machinery and process of plan preparation and those which analyse implementation deficiencies of the planning process. This collection of papers illustrates the two main shifts of emphasis which are being manifested in the world-wide process of planning. One is a move away from the preparation of vast plan documents towards greater concern with plan implementation; the other is a lowering of the priority given to economic growth as against other social objectives.

Tailor-made export intelligence

The computer based Export Intelligence Service of the Department of Trade & Industry daily transmits Overseas Market Intelligence to more than five thousand British companies. It is designed to meet the needs of the individual exporter and to save him valuable time by matching his product or service, market and intelligence requirements to the informations, much of which is exclusive, that comes in daily from the British Commercial Offices in 220 Oveseas Posts. Subscribers can choose from over 6,000 product categories, 200 geographical areas or countries and 16 categories of information such as specific export opportunities, calls for tender, short market pointers, tariff, etc. An initial subscription of £25 provides the subscriber with 500 notices over any period of time, ie the cost is only 5p per notice. Notices will be selected to accord with the subscriber's registered market/subject interests. For further details apply to: Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU Tel: 01-248 5757. ext 430 or 556, quoting your name, company, address and telephone number.

GOVERNMENT SALES

DEPARTMENT OF TRADE AND INDUSTRY

SHIP FOR SALE

Offers are invited for the purchase of the undermentioned waterboat 'as lying' at HM Dockyard, Devonport.

'VIC 101' Steel, built 1945. GT 183.8. NT 100 approx. Length (BP) 80 ft. Breadth (mld) 20 ft. Depth (mld) 9 ft. Light displacement 138 tons. Engine: Crabtree Ltd., single screw, steam, coal-fired, compound. IHP 130.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060 ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43, at the above address, in envelopes clearly marked 'Offer to Purchase "VIC 101"' and must be received not later than *noon* on September 28, 1972.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

MINISTRY OF DEFENCE

September 6/7, 1972 Miscellaneous Vehicles

Location: Ordnance Storage & Disposal Depot, Ruddington, Notts.

Auctioneers: Walker Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL. (Tel. 0602 54272)

Saloons; limousines; estate cars; Minibuses and light vans including, Morris Mini and Minor 1000 saloons and Travellers; Zephyr 3-litre V6 automatic saloons (2 and 4-wheeled drive); Land Rovers and Motor Cycles; commercial vehicles including, heavy duty trucks; tractors and breakdown trucks; trailers; aircraft de-icing trucks; hydraulic tippers; coaches; refuellers; 2-wheeled 10-ton trailer dollies; mobile cranes; fork lift trucks; loading shovels; heavy duty tractors; snow ploughs and gritting trucks; agricultural tractors; factory trucks; BK 12 graders; plant spares; fire tenders.

September 13, 1972 Miscellaneous Stores

Location: Ordnance Storage & Disposal Depot, Branston, Staffs.

Auctioneers: Arnold & Son (Dept. L), 'Modwena House' 13 Market Place, Burton upon Trent, Staffs. (Tel: 0283-64657)

Machine tools including, hand operated guillotines; bench, pillar and pedestal drills; grinding machines; capstan and centre lathes; lapping machines; milling machines; hand operated, screw and fly presses etc; aircraft spares; hydraulic jacks; Ford 4-cyl. petrol engines; Garwood mobile crane; 5 cwt and 10 cwt stackers; tyres various; scrap rubber; scrap ferrous metals; electronic components; transformers; charging sets; various batteries; electric servicing trolleys; electronic components; electrical equipment and spares; field telephones; electric cable; packing cases and metal boxes; photographic equipment; catering equipment; tape recorders; fire fighting equipment including canvas and plastic delivery hose; manilla ropes; PVC plastic sheets 160′×90′; furniture; clothing and scrap textiles and many other items of general equipment and stores.

September 21 & 22, 1972 Miscellaneous Stores and vehicles

Location: County Hall, Botchergate, Carlisle

Auctioneers: Harrison & Hetherington Ltd., (Dept. L), Botchergate, Carlisle CA1 1SE (Tel: 0228 26292)

Vehicles including, Morris ambulances; Morris, Commer and Bedford Mini-buses; Morris Mini and Minor 1000 saloons; Ford saloons and vans; Land Rovers; Tractors; Fork Lift Trucks; Dumpers etc; machine and hand tools; general electrical items including, distribution panels; tuning units; transformers; RF units; capacitors; oscilloscopes; receivers; rectifiers, junction boxes; loudspeakers; pocket watches; micrometers; calipers; telescopes etc; cameras; oxygen equipment; sewing machines; service clothing; boots and shoes; furniture; household utensils; PVC plastic sheets; sand bags; suction and delivery hose; haversacks; water bottles; ground sheets; bandages and dressings; MT spares; jacks; paint remover; various boxes, cable etc.

September 28, 1972 Miscellaneous Stores

Location: Memorial Hall (Entrance through Central Hall), High Street, Chatham

Auctioneers: Fuller Horsey Sons & Cassell (Dept. L). 52 Bow Lane, London EC4M 9ET (Tel: 01-284 7954)

Electric equipment; machine tools including, centre, turret and capstan lathes; bandsaws; drilling machine; surface grinders; boring machine; planing and thicknessing machine; fly and hand presses; engraving machines etc; vehicle spares; tyres; lifting tackle (1 to 6 tons); air compressors; electric motors; welding unit; packing cases; wrist watches; batteries; clothing; furniture; textiles etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

DEPARTMENT OF THE ENVIRONMENT

September 5, 1972

Location: Department of the Environment Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex. (Tel. 01-902 4482)

Auctioneers: Messrs. Fuller Horsey, Sons and Cassell, 52 Bow Lane, London, EC4M 9ET (Tel. 01-248 7954).

Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.

Catalogues: price 5p direct from auctioneer.

View days: day preceding and morning of sale.

PHILIPPINES

Manila Chronicle.

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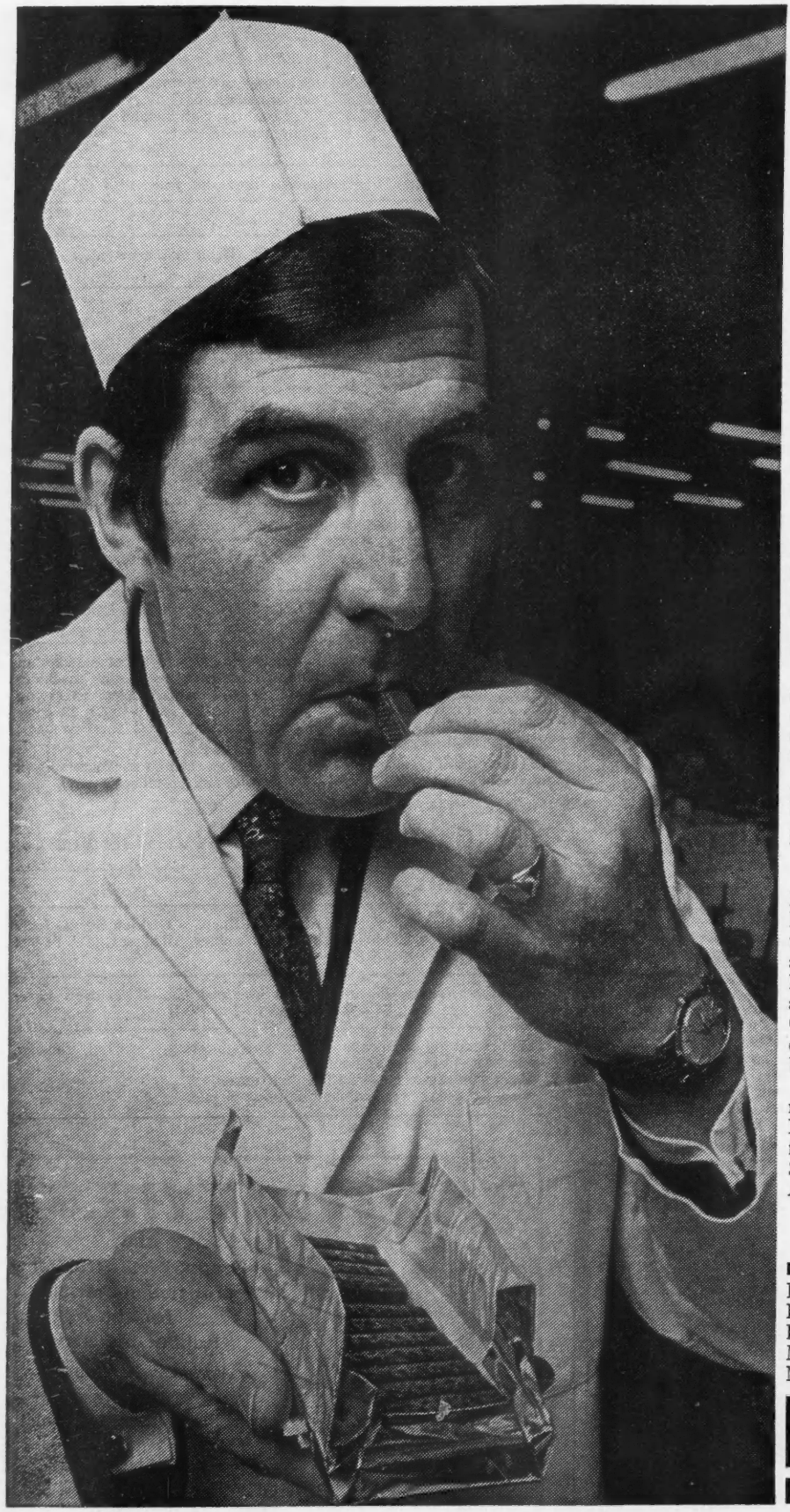

If the crunch comes, what protects the exporter?

'We've liberated the wafer,' says export manager Mr F.B.S. (left), and he has a fair enough claim. Before the war, the wafer biscuit was a Cinderella in the U.K. market. Today, stimulated by this young Glamorganshire-based company, the market is a large one. The company has built a thriving business, specialising in own-label brands and now expanding into the market for dietary biscuits.

More markets, more risks

Home growth has been paralleled with growth overseas. Export turnover has risen tenfold since 1960 to a current figure of around £700,000 as the company has penetrated into new markets in U.S.A., Europe and Japan.

More markets means more customers, and this in turn means greater risk of bad debts. Mr F.B.S. relies on ECGD insurance to protect his company for whenever this particular crunch comes.

He cites the hypermarket boom in Europe as a current potential danger: 'Everybody's building them, and some inevitably will bite the dust.'

Value for money

Mr F.B.S. rates his policy good value. ECGD insures against 90–95% of losses through bad debts, sterling shortage, war and other political risks. Premiums are low – averaging as little as 25p per £100 – and he saves money by using the ECGD Comprehensive bank guarantee which enables exporters to borrow from the banks at Bank Rate plus ½%.

ECGD could help your company cut risks, export more. Talk to your local ECGD Manager, or write for the free fully-explanatory booklet to Information Section, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL

Export Credits Guarantee Department:
London, Bedford, Belfast, Birmingham, Bradford, Bristol, Cardiff, Crawley, Edinburgh, Glasgow, Leeds, Liverpool, Manchester, Newcastle upon Tyne, Nottingham, Reading, Sheffield.

ECGD

Export with an easy mind

CRC 123

The Department of Trade and Industry

1 Victoria Street, London SW1H 0ET (01-222 7877. TA 'Advantage London SW1', Telex 27366, Answer Back DTIHQ London).

Secretary of State for Trade and Industry: Mr. John Davies

The following abbreviated guide to the Department of Trade and Industry lists the main divisions and those branches and special services with which most organisations outside the DTI deal most frequently. For convenience the divisions and their associated branches, etc are grouped according to ministerial responsibility. DTI regional offices, research establishments and principal agencies, together with associated bodies and ECGD local offices, are also listed.

TRADE

Minister: Mr. Michael Noble

Parliamentary Under-Secretary of State: The Earl of Limerick

Export Planning and Development Division—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).
Export Services Division—Export House, 50 Ludgate Hill, London EC4M 7HU (01-248 5757, Telex 886143).
Europe, Industry and Technology Division—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).
Overseas Finance and Projects Division—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).
Commercial Relations and Exports Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).
Tariff Division—Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ (01-222 7877, Telex 27366).

British Overseas Trade Board—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).
Office of the Queen's Award to Industry—as above.

Export Licensing Branch—Norman Shaw Building, Victoria Embankment, London SW1A 2JB (01-930 4349, Telex 27366).

Fairs and Promotion Branch—26 Old Bailey, London EC4M 7HU (01-248 5757, Telex 886143).
Outward Missions—as above.

Export Intelligence Service—Export House, 50 Ludgate Hill, London EC4M 7HU (01-248 5757, Telex 886143).
General Export Services Branch—as above.
Inward Missions—as above.

Import Licensing Branch—Sanctuary Buildings, 16/20 Gt Smith Street, London SW1P 3DB (01-222 7877, Telex 27366).

Industrial and Commercial Policy Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).
Patent Office and Industrial Property and Copyright Department—25 Southampton Buildings, Chancery Lane, London WC2A 1AY (01-405 8721, TA 'Patoff London WC2'); Baskerville House, Browncross Street, New Bailey Street, Salford M3 5FU (061 832 9571).
Insurance and Companies Department and Bankruptcy Department—Sanctuary Buildings, 16/20 Gt Smith Street, London SW1P 3DB (01-222 7877, Telex 27366).

Companies Registration Office—Companies House, 55/71 City Road, London EC1Y 1BB (01-253 9393).
Registry of Business Names—as above.

Companies Investigation Branch—2-14 Bunhill Row, London EC1Y 8LL (01-606 4071).
Bankruptcy and Companies Liquidation Headquarters—as above.
Official Receivers—as above.

Bankruptcy High Court Department—Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY (01-405 7641).

Companies (Winding-up) Department—Inveresk House, 346 Strand, London WC2R OHJ (01-836 7733).

INDUSTRIAL DEVELOPMENT EXECUTIVE

Minister: Mr. Christopher Chataway

Parliamentary Under-Secretary of State: Mr. Anthony Grant

Regional Industrial Development Division—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255, Telex 918829).
Regional Development Grants Division—Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB (01-222 7877, Telex 27366).
Small Firms Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Industrial Development Executive—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255).

Regional Development Grants, regional offices:
Billingham: Queensway House, West Precinct, Billingham, Teesside TS23 2NF (Stockton on Tees 553671, Telex 58608).
Bootle: St. Peter's House, Stanley Precinct, Bootle, Lancs L20 3LZ (051-922 4030, Telex 627162).
Glasgow: Magnet House, 59 Waterloo Street, Glasgow C2 (041-221 9833, Telex 77611).
Cardiff: 24-26 Newport Road, Cardiff CF2 1SY (Cardiff 42611, Telex 49538).

Chemicals and Textiles Division—Gaywood House, Great Peter Street SW1P 3LW (01-222 7231).
Mechanical Engineering Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).
Computers Systems and Electronics Division—Dean Bradley House, 52 Horseferry Road, SW1P 2AG (01-799 5688).
Minerals, Metals, Electrical Engineering and Process Plant Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).
Shipbuilding Policy Division—Thames House South, Millbank. London SW1P 4QJ (01-222 7000).

INDUSTRIAL DEVELOPMENT EXECUTIVE
continued

Paper, Printing, Publishing, Services and Distribution Division—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255).

Computer-Aided Design Centre—Madingley Road, Cambridge CB3 OHB (Cambridge 63125).

INDUSTRY
Minister: Mr. Tom Boardman

Parliamentary Under-Secretary of State:
Mr. Peter Emery

Fuel and Nationalised Industry Policy Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).
Energy Technology Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).
Coal Division—Thames House South, Millbank, London SW1P 4QJ (01 222 7000).
Gas Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).
Petroleum Division—Thames House South, Millbank, London SW1 4QJ (01-222 7000).
Electricity Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).
Atomic Energy Division—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255).
Iron and Steel Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).
Safety and Health Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Nuclear Installations Inspectorate—Thames House South, Millbank, South, Millbank, London SW1P 4QJ (01-222 7000).

Mines and Quarries Inspectorate—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

AEROSPACE, RESEARCH AND SHIPPING
Minister: Mr. Michael Heseltine

Parliamentary Under-Secretary of State:
Mr. Cranley Onslow

Air Division—Monsanto House, 10-18 Victoria Street, London SW1H 0NQ (01-222 7877).
Aerospace (Assessment and Research) Division—Monsanto House, 10-18 Victoria Street, London SW1H 0NQ (01-222 7877).
Civil Aviation Divisions 1 and 2—Shell Mex House, Strand, London WC2R 0DP (01-836 1207, Telex 22110, TA 'Civilair London WC2').
Civil Aviation Division 3—The Adelphi, John Adam Street, London WC2N 6BQ (01-836 1207, Telex 22110, TA 'Civilair London WC2').
Concorde Division—Monsanto House, 10-18 Victoria Street, London SW1H 0NQ (01-222 7877).
Space Division—Prospect House, 100 New Oxford Street, London WC1A 1HE (01-636 3644).

Accidents Investigation Branch—Shell Mex House, Strand, London WC2R 0DP (01-836 1207, Telex 22110, TA 'Civilair London WC2').

Marine Division—Sunley House, 90-93 High Holborn, London WC1V 6LP (01-405 6911, Telex 264084, TA 'Marbot London WC1').
Shipping Policy Division—The Adelphi, John Adam Street, London WC2N 6BQ (01-836 1207, Telex 22110).

HM Coastguard—Sunley House, 90-93 High Holborn, London WC1V 6LP (01-405 6911, Telex 264084).

Sea Transport Branch—34/36 Parliament Street, London SW1A 2ND (01-222 7060, Telex 24730).

Standards, Weights and Measures Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).
Research Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

British Calibration Service—Chapter Street House, 26 Chapter Street, London SW1P 4NS (01-834 7032).

Weights and Measures Services—Chapter Street House, 26 Chapter Street, London SW1P 4NS (01-834 7032).

British Approvals Service for Electrical Equipment in Flammable Atmospheres—Safety in Mines Research Establishment, Harpur Hill, Buxton, Derbyshire (Buxton 2664).

International Technical Collaboration Unit—Culham Laboratory, Abingdon, Berks (Oxford 41721, Telex 77588).

Overseas Technical Information Unit—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Technical Inquiry Service—as above.

Technology Reports Centre—St. Mary Cray, Orpington, Kent BR5 3RF (Orpington 32111).

HEADQUARTERS

Accountancy Services Division—Hillgate House, 26 Old Bailey, London EC4 7HU (01-248 5757, Telex 886143).
Economics and Statistics Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).
Establishment Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).
Finance and Economic Appraisal Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

HEADQUARTERS
continued

Central Co-ordination and Information Division—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

EEC/EFTA Information Unit—1 Victoria Street, SW1H 0ET (01-222 7877, Telex 27366).

Statistics and Marketing Intelligence Library—Export House, 50 Ludgate Hill, London EC4M 7HU (01-248 5757, Telex 886143).

'Trade and Industry'—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Central Library—as above

Business Statistics Office—Cardiff Road, Newport (Mon) NPT 1XG (Newport 56111).

REGIONAL AND DISTRICT OFFICES

■● **Scotland**—314 St. Vincent Street, Glasgow G3 8XF (041-248 2855. Telex 77583).

Edinburgh—71 George Street, Edinburgh EH2 3EN (031-225 1822).

● **Inverness**—29a High Street, Inverness (Inverness 30867).

■● **Wales and Monmouthshire**—Government Buildings, Gabalfa, Cardiff CF4 4YL (Cardiff 62131. Telex 49267).

● **North Wales**—Government Buildings, Dinerth Road, Colwyn Bay, Denbs. (Colywn Bay 44261).

■● **North**—Wellbar House, Gallowgate, Newcastle upon Tyne NE1 4TR (Newcastle upon Tyne 27575. Telex 53178).

● **Cumberland**—Town Hall, Cockermouth, Cumberland (Cockermouth 3498. Telex 64173).

■● **Yorkshire and Humberside**—City House, New Station Street, Leeds LS1 4JQ (Leeds 38232. Telex 557470).

■● **North-West**—Sunley Building, Piccadilly Plaza, Manchester M1 4BA (061-236 2171. Telex 667104).

● **West Midlands**—Five Ways House, Islington Row, Birmingham BI5 1SJ (021-643 8221. Telex 337021).

● **East Midlands**—Cranbrook House, Cranbrook Street, Nottingham NG1 1ES (Nottingham 46121. Telex 37143).

■● **South-West**—The Pithay, Bristol BS1 2BP (Bristol 21071. Telex 44214).

London and South-East—Cromwell House, Dean Stanley Street, London SW1P 3HY (01-828 4355, Telex 25991).

Croydon—Concord House, London Road, Croydon CR9 2QB (01-684 9781).

East—Cromwell House, Dean Stanley Street, London SW1P 3HY (01-828 6271, Telex 25991).

Reading—Market Place House, Reading, Berks RG1 2EN (Reading 581261).

● **Northern Ireland Ministry of Commerce**—Chichester House, 64 Chichester Street, Belfast BT1 4JX (Belfast 34488, Telex 74578).

■ Regional Industrial Director.
● Offices providing services for British exporters (Services for British exporters in the London & South-East and Eastern regions are provided by the DTI headquarters' Export Services Division).

RESEARCH ESTABLISHMENTS

National Physical Laboratory—Teddington, Mdx. (01-977 3222, Telex 262344).

National Engineering Laboratory—East Kilbride, Glasgow (East Kilbride 20222, Telex 77588).

Warren Spring Laboratory—Gunnels Wood Road, Stevenage, Herts SG1 2BX. (Stevenage 3388, Telex 82250).

Safety in Mines Research Establishment—Central Laboratories, off Broad Lane, Sheffield S3 7HQ (Sheffield 78141).

Laboratory of the Government Chemist—Cornwall House, Stamford Street, London SE1 9NQ (01-928 7900).

Pesticide Residue Analysis Information Service—Cornwall House, Stamford Street, London SE1 9NQ (01-928 7900).

ASSOCIATED ORGANISATIONS

British Airports Authority—2 Buckingham Gate, London SW1E 6JL (01-834 6621, Telex 919039).

British Standards Institution—2 Park Street, London W1A 2BS (01-629 9000).

British Tourist Authority—64 St. James's Street, London SW1A 1NF (01-629 9191).

Civil Aviation Authority—129 Kingsway, London WC2B 6NN (01-405 6922).

Design Council—28 Haymarket, London SW1Y 4SU (01-839 8000).

Export Credits Guarantee Department—Aldermanbury House, London EC2P 2EL (01-609 6699, Telex 883601). (For regional offices see next page).

Metrication Board—22 Kingsway, London WC2B 6LE (01-242 6828).

Monopolies Commission—New Court, 48 Carey Street, London WC2A 2JJ (01-405 9722).

National Computing Centre—Quay House, Quay Street, Manchester 3 (061-832 9731, Telex 668962).

National Research and Development Corporation—PO Box 236, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ (01-828 3400).

Performing Right Tribunal—25 Southampton Buildings, Chancery Lane, London WC2A 1AY (01-405 8721).

Registrar of Restrictive Trading Agreements—Chancery House, 53 Chancery Lane, London WC2A 1SP (01-242 2858).

United Kingdom Atomic Energy Authority—11 Charles II Street, London SW1Y 4QP (01-930 6262).

Addresses of ECGD local offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1971-72 was £3,813 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London, EC2P 2EL. Tel. 01-606 6699, Telex 883601. The Department's local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 01-488 3491. Telex 886888.

London (South)
London postal districts of E.C.4, S.E.1-27 and S.W.1-20. Counties of Kent and Surrey (Greater London Council Area only).
G. J. A. Link, First Floor, Lancaster House, 70 Newington Causeway, SE1 6EG. Tel. 01-407 5011. Telex 888575.

London (North)
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford and Middlesex (part GLC area only).
D. A. Green, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 01-405 8991. Telex 2633615.

London (West End)
London postal district N.W. and W. Middlesex (part GLC area only).
D. G. Hake, Waverley House, 7-12 Noel Street, London, W1V 3PB. Tel. 01-437 2292. Telex 24105.

Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk, Suffolk and Northamptonshire.
M. J. Crane, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798. Telex 82350.

Belfast
The six counties of Northern Ireland.
R. H. Forsyth, River House, High Street, Belfast, BT1 2BE Tel. Belfast 31743/4. Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Stafford.
R. J. Thomas (Acting) Chamber of Commerce House, Harborne Road, Birmingham 51B 3DL Tel. 021-454 4375. Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
F. Wilmot, West Riding House, Cheapside, Bradford, BD1 4LG. Tel. Bradford 25147. Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall and the Channel Islands.
W. D. Begg, Washington House, Great George Street, Bristol, BS1 5QL. Tel. Bristol 22102. Telex 44248.

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff, CF1 1ES. Tel. 26657. Telex 49284.

Crawley
Counties of Surrey (excluding area covered by GLC) and Sussex.
F. R. Burge, Barden House, 36 Spencers Road, West Green, Crawley, Sussex. Tel. 23444. Telex 87374.

Edinburgh
The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
J. S. Anderson, 108 George Street, Edinburgh, EH2 4LN. Tel. 031-225 3004. Telex 72170.

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Krkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, G2 1BL. Tel. 041-221 3056. Telex 77130.

Leeds
The East and North Riding of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, LS1 8HD. Tel. Leeds 30082. Telex 55232.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint: parts of Lancashire and Cheshire and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool, L3 9HJ. Tel. 051-236 5756. Telex 62537.

Manchester
Parts of Lancashire and Cheshire and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, M2 4AJ. Tel. 061-236 8861. Telex 667756.

Newcastle upon Tyne
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
R. A. Bounds, 2 Osbourne Road, Newcastle upon Tyne, NE2 2BL. Tel. Newcastle 814214. Telex 53305.

Nottingham
Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
A. E. Beedle, Equitable House, Old Market Square, Nottingham, NG1 2LE. Tel. 46585. Telex 37566.

Reading
Counties of Berks, Bucks, Hants, Oxford and West Middlesex.
K. I. Humphrey, 18 The Forbury, Reading, RG1 3EJ. Tel. Reading 580577. Telex 84422.

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
W. K. A. Oxley, 8-12 Furnival Gate, Sheffield, S1 4QN. Tel. Sheffield 29151. Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. A. Dorrian, DFM, 150 East 58th Street, New York, 10022, USA. Tel. 593 2258. Telex 126919.

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—
.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963 26,793	1963	1963 21,763	1963 20,127	1963 20,127	1966 11,372	1963 4,912	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	−37	13	22
1968	116	119.8	136	135	112	103.6	139	131	144	145	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	140	148	132	132	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	152	157	119	136	265	214	42	13
1971	122	125.0	172	171	119	104.8	142	141	160	121	144	24	−153	−4	36
1970 2nd qtr	121	123.4	155	153	116	104.2	143	153	163	119	137	103	55	11	14
3rd qtr	120	124.4	159	158	117	104.6	140	154	156	121	134	104	44	7	—
4th qtr	122	124.9	163	160	117	104.7	143	157	165	120	139	83	72	23	15
1971 1st qtr	118	124.4	164	161	115	102.1	138	146	148	114	146	82	41	−1	−44
2nd qtr	122	125.3	170	170	119	104.4	142	139	164	122	141	−58	−114	11	38
3rd qtr	123	125.5	175	175	120	105.5	142	144	165	122	141	−36	−59	−9	6
4th qtr	124	124.8	179	178	121	107.4	144	134	163	127	147	36	−21	−6	36
1972 1st qtr	119	121.6	180	181	122	106.5	143	138††	160	126	149	−156	−122	−3	−29
2nd qtr		129.3				109.1									
1971 Dec		124.5				107.1									
1972 Jan		124.8				107.0									
Feb		113.5				106.0									
Mar		126.6				106.6									
Apr		127.4				108.1									
May		130.9				108.5									
Jun		129.7				110.5									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods † orders on hand (end period)	Retail price index		Wholesale price index: all manufacturing industry §§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers and adult students	Unfilled vacancies for adults	Civil employment	Exports(¶)	Imports(‖)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956	Series in thousands			1963 4,282	1963 4,362	Series in £ million
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	121	120	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	510	174	24,476	120	130	−298
1968	106	125.0	*4.7*	117.3	115.3	187.3	538	188	24,331	146	159	−291
1969	117	131.8	*5.4*	121.4	119.8	197.4	531	200	24,304	165	165	443
1970	125	140.2	*6.4*	126.2	127.7	217.7	568	186	24,135	184	181	611
1971	114	153.4	*9.4*	132.6	137.7	246.4	737	129	23,711	207	197	979
1970 2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	188	24,138	183	183	114
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	571	185	24,072	175	178	75
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	582	176	24,054	199	190	204
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	634	150	23,824	186	189	100
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	709	128	23,782	214	199	283
3rd qtr	117	155.3	*10.1*	134.1	139.2	248.6	772	119	23,639	217	197	354
4th qtr	114	157.3	*9.2*	133.6	140.0	257.0	832	118	23,598	213	202	242
1972 1st qtr		159.7	*8.0*	135.0	141.6	265.9	870	124		207	214	30
2nd qtr		162.7	*6.1*	136.1 p	143.4 p	272.0	834	133		215 p	218 p	
Jan		159.0	*8.2*	135.6	141.2	265.2	862	119		208	204	
Feb		159.8	*8.1*	134.6	141.6	265.6	869	126		212	217	
Mar		160.3	*7.6*	134.7	142.0	266.9	879	126		202	221	
Apr		161.8	*6.3*	136.0	142.6	268.6	871	128		210 p	220 p	
May		162.6	*6.1*	136.2	143.4	271.7 r	834	134		211 p	218 p	
Jun		163.7	*6.1*	136.2 p	144.2 p	275.8	798	139		224 p	216 p	
Jul		164.2	*5.8*	137.1 p	144.9 p	276.6 p	803	140		213 p	201 p	
Aug							807 p	148 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries. (††) Not directly comparable with earlier figues; see Capital Expenditure article in T & I Volume 7 No. 11 June 15, 1972.

MOTOR INDUSTRY

Vehicle production in July and the three months May to July 1972

PRODUCTION of both cars and commercial vehicles has been higher, seasonally adjusted, in the three months ending July 1972 than in the previous three months, mainly because of the lower incidence of industrial disputes. Car production for export, however, continued to fall.

Cars

Recorded output of cars in the four weeks ending July 29 was at an average rate of 25,500 a week. This figure reflects the normal seasonal fall in July, which includes the annual works holidays in the last two weeks of the month. The recorded rate constitutes an improvement of 19 per cent over July 1971.

Allowing for seasonal factors, production in July was well maintained at a rate close to the level in June (see Table 2). In the three months May to July, car production, seasonally adjusted was 9 per cent above the earlier three-month period (16 per cent higher for the home market and 3 per cent lower for export).

Commercial vehicles

Home and export production figures of commercial vehicles continue to reflect the restrained demand conditions. Although output in recent months shows some recovery from the depressed figures earlier this year, production is still low compared with the corresponding period of 1971.

In the four weeks of July 1972, the average weekly rate of production of commercial vehicles was 5,500, 20 per cent lower than in July 1971. Production for the home market was 8 per cent lower and production for export 37 per cent lower.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

Seasonally adjusted, output of commercial vehicles in the three months May to July was 16 per cent up on the previous three months February to April (15 per cent higher for the home market and 16 per cent for export).

Notes

Since the last vehicle production figures (*Trade and Industry*, August 5), all seasonally adjusted production figures have been revised in the light of the pattern in 1971. Table 2 incorporates the new figures. On the revised figures the percentage changes on the running three-months comparison basis are:

	Cars			Commercial vehicles		
	Home	Export	Total	Home	Export	Total
Oct-Dec 1971 on July-Sept 1971	+20	− 4	+10	+ 5	−14	− 3
Nov 1971-Jan 1972 on Aug-Oct 1971	+ 9	−11	+ 1	+ 2	−22	− 8
Dec 1971-Feb 1972 on Sep-Nov 1971	no change	− 9	− 3	− 9	−29	−17
Jan-March 1972 on Oct-Dec 1971	− 9	−10	−10	−17	−33	−23
Feb-April 1972 on Nov 1971-Jan 1972	− 6	− 5	− 6	−14	−17	−15
March-May 1972 on Dec 1971-Feb 1972	+10	+ 6	+ 9	+ 6	+16	+10
April-June 1972 on Jan-March 1972	+12	no change	+ 8	+12	+30	+18

TABLE 1. RECORDED PRODUCTION

	No. of weeks	Passenger cars (including taxis) For home market	For export	Totals	Weekly average	Commercial road vehicles For home market	For export	Totals	Weekly average
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972									
1971 1st quarter	13	229,549	202,868	432,417	33,263	61,362	48,325	109,687	8,437
2nd quarter	13	262,133	207,999	470,132	36,164	78,247	55,252	133,499	10,269
3rd quarter	13	220,983	142,875	363,858	27,989	56,696	40,362	97,058	7,466
4th quarter	13	314,797	160,736	475,533	36,579	71,973	43,989	115,962	8,920
1972 1st quarter	13	312,399	167,804	480,203	36,939	63,793	31,477	95,270	7,328
2nd quarter	13	346,472	167,594	514,066	39,544	71,914	39,573	111,487	8,576
3rd quarter	13								
4th quarter	13								
1971 January	4	88,238	67,956	156,194	39,048	24,143	18,882	43,025	10,756
February	4	67,660	66,545	134,205	33,551	17,975	13,999	31,974	7,994
March	5	73,651	68,367	142,018	28,403	19,244	15,444	34,688	6,938
April	4	73,283	64,880	138,163	34,541	22,147	17,018	39,165	9,791
May	4	88,407	67,827	156,234	39,059	26,295	18,499	44,794	11,199
June	5	100,443	75,292	175,735	35,147	29,805	19,735	49,540	9,908
July	4	51,379	34,364	85,743	21,436	15,864	11,623	27,487	6,872
August	4	69,418	49,437	118,855	29,714	15,927	12,359	28,286	7,072
September	5	100,186	59,074	159,260	31,852	24,905	16,380	41,285	8,257
October	4	98,468	52,145	150,613	37,653	23,382	14,461	37,843	9,461
November	4	95,276	50,140	145,416	36,354	23,010	14,220	37,230	9,308
December	5	121,053	58,451	179,504	35,900	25,581	15,308	40,889	8,178
1972 January	4	92,654	47,901	140,555	35,139	21,543	9,339	30,882	7,721
February	4	83,678	47,851	131,529	32,882	17,052	8,324	25,376	6,344
March	5	136,067	72,052	208,119	41,624	25,198	13,814	39,012	7,802
April	4	92,248	52,839	145,087	36,272	20,258	11,469	31,727	7,932
May	4	116,373	55,935	172,308	43,077	24,726	13,843	38,569	9,642
June	5	137,851	58,820	196,671	39,334	26,930	14,261	41,191	8,238
July	4	70,488	31,412	101,900	25,475	14,623	7,363	21,986	5,497
August	4								
September	5								
October	4								
November	4								
December	5								

Table 1. Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

Table 2. The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

TABLE 2. PRODUCTION—SEASONALLY ADJUSTED

MONTHLY AVERAGES — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1966	82	52	134	21.7	14.8	36.6
1967	82	47	129	20.5	11.6	32.1
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1972						
1971 1st quarter	70	62	132	19.0	14.7	33.7
2nd quarter	80	63	143	24.0	17.2	41.2
3rd quarter	87	58	145	22.7	16.5	39.2
4th quarter	104	56	160	23.7	14.3	38.0
1972 1st quarter	95	50	145	19.7	9.5	29.2
2nd quarter	106	51	157	22.2	12.4	34.6
3rd quarter						
4th quarter						
1971 July	80	51	131	24.1	16.2	40.3
August	92	66	158	22.4	18.1	40.5
September	91	57	148	21.5	15.3	36.8
October	99	57	156	23.6	14.8	38.4
November	100	53	153	23.5	13.9	37.4
December	115	57	172	24.1	14.1	38.2
1972 January	91	50	141	20.9	9.4	30.3
February	83	44	127	17.2	7.9	25.1
March	111	56	167	21.1	11.2	32.3
April	95	51	146	20.8	11.8	32.6
May	112	53	165	24.0	13.4	37.4
June	112	47	159	21.7	11.8	33.5
July	110	47	157	22.5	10.4	32.9
August						
September						
October						
November						
December						
Average of:						
February-April	96	51	147	19.7	10.3	30.0
May-July 1972	111	49	160	22.7	11.9	34.6
Percentage change	+16	−3	+9	+15	+16	+16

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London SE1 9NH.

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A complete list of titles of Business Monitors is published in this issue of *Trade and Industry* on page 397.

Digest of United Kingdom Energy Statistics 1972

EXPENDITURE on energy in the UK during 1972 totalled £5,575 million, equivalent to £100 for every man, woman and child. Of a total energy consumption in the year of 323 million tons coal equivalent, oil accounted for the largest share, meeting 45.6 per cent of demand compared with 42.9 per cent supplied by coal. Natural gas increased its share to 8 per cent. Nearly 11 per cent of the electricity available from the public supply system came from nuclear power stations.

These are a few of the facts published in the 1972 edition of the *Digest of United Kingdom Energy Statistics* prepared by the Department of Trade and Industry. The Digest continues the series produced by the Ministry of Technology and the Ministry of Power in earlier years. It contains 181 pages, with 121 tables of statistical information supplemented with maps and charts.

The first section of the Digest covers general energy statistics and includes tables showing consumption of each fuel in normal units of measurement, in coal equivalent and in terms of the thermal content of fuels as supplied to consumers. Other sections deal with the various fuels separately and with coal and oil consumption by the larger industrial undertakings, fuel imports and exports, prices and values of fuels, finance, capital expenditure, purchases and value of output of the main fuel industries and production of certain minerals other than coal.

A new feature in this year's Digest is the Financial Section (Tables 96-98) which presents key financial statistics of the nationalised fuel and power industries in a common form. In the Prices and Values section new charts have been introduced to illustrate the movements in the index of retail prices for fuel and light and in the prices of fuels used by industry. In the Foreign Trade section a new table gives details of coal imports in 1971, the first year in which large quantities have been imported since 1958.

In the Energy and Coal sections some of the short-term statistics given in previous years have been omitted as, since January of this year, more up-to-date information has been published by the Central Statistical Office in the *Monthly Digest of Statistics*. Similarly, the regional statistics, formerly included in the Industrial Returns section, may be found in the Abstract of Regional Statistics to be published later this year by the Central Statistical Office. Information on series which no longer appear in the Digest is available on application to the Department of Trade and Industry.

The Digest, price £3.50, is available from HMSO, or through any bookseller.

Companies in 1971

THE number of new companies registered in 1971 was 39,448, an increase of over 9,000 on the number for the previous year according to the Annual Report on Companies in 1971, published on August 22.

The total number of companies on the registers is now about 577,300 of which over 560,500 are private companies.

During the year 21,879 companies were dissolved or struck off the register and winding-up proceedings were notified in 8,412 cases of which 1,206 were compulsory liquidations.

The report includes an additional statistical table (table 6a) giving an Industrial analysis of compulsory liquidations and creditors voluntary liquidations notified. It also gives information about some of the responsibilities of the Department of Trade and Industry under the Companies Acts 1948-1967. Reference is made to the Department's powers to investigate the affairs of companies and to prosecutions by the Department. The report includes separate lists of the companies which have satisfied the Department that they should be treated for the purposes of Schedule 8 of the 1948 Act, and the Protection of Depositors Act, 1963 (as amended) as banking or discount companies.

The Companies Registration office received some 1,040,000 documents for filing during the year and there were some 1,705,000 public inspections of files.

Copies of the Annual Report on Companies in 1971 are available from HMSO (price 38½p including postage).

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☐P118 Spinning and doubling on the cotton and flax systems (Q)
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☐P109 Fur (Q)
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☐P106 Leather goods (Q)

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☐P17 Footwear (Q)
☐P16 Gloves (Q)
☐P110 Hats, caps and millinery (Q)
☐P60 Made-up clothing (sales volume indices) (M)
☐P90 Men's and boys' tailored outerwear (Q)
☐P92 Overalls and men's shirts, underwear etc. (Q)
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☐P24 Bedding and soft furnishings (Q)
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☐P103 Paper and board (Q)
☐P5 Paper and paper making materials (M)
☐P86 Wallcoverings (Q)

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ECGD local offices	This week
Guide to DTI	This week
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Metal working machine tools

New quarterly inquiry

THE first results of a new quarterly statistical inquiry into manufacturers' sales of and new orders received for metal working machine tools are shortly to be published in Business Monitor P64. The new inquiry which is part of the new system of industrial statistics, has a more complete coverage than the former quarterly survey and the response in the fourth quarter by firms within the scope of the industry is estimated to be 97 per cent in terms of employment.

Final results of former inquiry

The Business Monitor, which is expected to be ready for circulation about the time of this issue of *Trade and Industry*, will show the new statistics for the fourth quarter of 1971 together with the final results of the previous inquiry, relating also to the fourth quarter of last year and to the year 1971. Provisional figures for machine tools in total have already been published for the fourth quarter of 1971, and for the first quarter of 1972 based on partial results from the new monthly engineering inquiry, but full statistical data for the fourth quarter of 1971 is published for the first time on both bases by detailed categories of machine tools in the concurrent Business Monitor, figures for numerically controlled machine tools being separately distinguished.

New and former inquiries: key comparisons

The following Tables 1 and 2 summarise and compare the fourth quarter 1971 results on the old and new bases for the main groups of machines and reflect the net changes in the statistics arising from several differences between the former and new inquiries. Table 1 also shows the main changes in the scope and definition of the two inquiries. For example, the current measure of activity is taken as 'sales' in the new inquiry against 'deliveries' in the former quarterly survey. The new statistics are also arranged to show total sales of the principal products of the metal-working machine tools industry (Minimum List Heading 332 of the Standard Industrial Classification,) inclusive of physico/chemical process machines (welding machines, etc.); reconditioned and rebuilt machines; waste products and work done; whereas the former statistics related only to the deliveries of metal-cutting and forming machine tools including a few physico/chemical process machines.

The generally greater magnitude of the figures on the new basis compared with the former basis in Table 1 is almost entirely due to the increased industry coverage of and response to the new inquiry compared with the former quarterly survey. Study of individual returns and headings on the two inquiries shows that the change of entity from 'deliveries' to 'sales' has made little difference to the statistics.

At Table 2 the new and former statistics of new orders are compared. New orders received on the new basis are collected net of cancellations while net new orders were derived from the former inquiry results of deliveries and changes in orders on hand (except for numerically controlled machine tools). The new inquiry figures for new orders are significantly larger than the old inquiry results, again reflecting the increased coverage of the new quarterly survey.

The new inquiry results are not yet final since some further sales figures of machine tools by firms classified to other industries may be included as new inquiries are brought into effect in some remaining industries as the system of new statistics develops. When final figures are available for the fourth quarter on the new basis, the form of comparisons shown at Tables 1 and 2 will provide the means of linking the new series of quarterly statistics by broad groups to modified series of the former figures adjusted to provide earlier data and trends broadly comparable with the new quarterly data.

Summary of final results from former inquiry

The final results from the former inquiry for the fourth quarter and year 1971 are shown together with earlier figures in the following Summary Table 3. The new inquiry statistics for the fourth quarter 1971 are also shown at the foot of the table but for reasons described above, these are still provisional and it is too soon to adapt a set of earlier figures broadly comparable with the new quarterly data.

The final figures for 1971 on the old basis indicate that while in total net new orders and orders on hand fell sharply compared with the previous year (by 31 per cent and 35 per cent respectively), deliveries were maintained at only 4 per cent below the 1970 value. This moderate decline in current price terms included a marked fall of 12 per cent in home deliveries and a continued rise of 6 per cent in deliveries for export markets. Allowing approximately for price increases, however, it seems probable that export deliveries in volume terms in 1971 were no higher than in 1970 and the decline in home sales at constant prices was appreciably greater than 12 per cent. With new orders and deliveries for the home market at a low level during the trough of the UK investment cycle, export deliveries were assuming a rising proportion of total deliveries during 1971, reaching 45 per cent of the total in the second half year. Nevertheless, export orders on hand at the end of the year were moderately greater than orders for home deliveries which were at the lowest level for 7 years.

Changes between the fourth quarters of 1970 and 1971 show a similar picture, with order books, net new orders and deliveries all markedly lower than a year earlier, reflecting both the low level of manufacturing investment in plant and machinery in the UK and the relatively quiet phase of investment also in our main markets abroad.

The latest provisional information (not shown in these tables)

(*continued on next page*)

TABLE 1. SALES AND DELIVERIES BY MAIN CLASSES OF MACHINE TOOLS IN 4TH QUARTER 1971 (KEY COMPARISONS)

£ thousand

	Sales (New basis)		Deliveries (Former basis)	
	Total	Export	Total	Export
Numerically controlled machine tools	4,206	1,967	4,096 (a)	2,013 (a)
Non NC metal-cutting machines	29,653 (a)	12,720 (a)	27,933*	12,886*
Sub-total Metal-cutting	33,858	14,687	23,029*	14,899*
Non NC metal forming machines	12,042	5,013	11,556	4,439
Total metal working machine tools	45,900	19,700	43,585*	19,338*
Physico/chemical process machines (b)	5,575	..	[509] included in figs marked * above	[310] included in figs marked * above
Reconditioned and rebuilt machines waste products and work done	1,273	..	..	..
Total sales of principal products of MLH 332 (metal working machine tools) and work done	52,748			

Source: Tables 1, 2, 6 and 9 of Business Monitor P64 to be issued in late August 1972

(a) Parts for N.C. machine tools (valued at £763,000 for total and £278,000 for export deliveries) are included in the values of deliveries of these machines on the former basis but are included with other spares in the value of sales of non-N.C. metal cutting machines on the new basis.

(b) The value for the full range of physico-chemical process machines is available on the new basis only.

TABLE 2. NEW ORDERS FOR MACHINE TOOLS IN 4TH QUARTER 1971 (KEY COMPARISONS)

£ thousand

	New orders received net of cancellations (new basis)		Net new orders (derived on old basis)	
	Total	Export	Total	Export
Numerically controlled machine tools	2,915	1,564	2,606 (a)	1,328 (a)
Non N.C. metal-cutting machine tools	22,827	7,866	..	..
Sub-Total Metal-cutting	25,742	9,430	23,788	9,541
Non-N.C. metal forming machine tools	9,088	3,262	7,720	3,087
Total metal-working machine tools	34,830	12,692	31,509	12,628

Source: Tables 3, 4, 6 & 10 of Business Monitor P64 of August 1972

(a) Orders for numerically controlled machine tools collected on the old basis were not specifically net of cancellations and hence were not wholly comparable with the derived figures for net new orders on the old basis shown against the other headings.

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ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

METAL WORKING MACHINE TOOLS

continued

based on restricted data from the monthly engineering inquiry suggests that net orders for export markets have not shown much further change in the first half of 1972 but new home orders have recovered slightly. Order books appear to have continued to decline for both home and export markets. Deliveries also on this limited sample data appear to have continued at a somewhat lower level in the first half of 1972 than in the last quarter of 1971.

Notes

The new quarterly inquiry was started after consultation with industry and is designed as a part of the new system of industrial statistics which is being developed by the Government Statistical Service.

Copies of the Business Monitor, reference P64, are available on subscription of £1.00 per annum (including postage) from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Inquiries about the contents of this and further articles on machine tools should be addressed to: Department of Trade and Industry, Room 606, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, Tel 01-799-5688 Ext 46.

TABLE 3. ORDERS AND DELIVERIES: SUMMARY (a)

REVISED FIGURES FOR YEAR AND FOURTH QUARTER 1971 (FORMER BASIS). INITIAL STATISTICS FOR FOURTH QUARTER 1971 (NEW BASIS) £'million

	Deliveries			Orders outstanding (end period)			Net new orders (b)		
Statistics on former basis	Total	Home	Export	Total	Home	Export	Total	Home	Export
1966	149.1	105.6	43.5	100.6	71.1	29.5	145.5	101.3	44.2
1967	155.6	109.9	45.7	91.7	49.5	42.2	145.7	87.6	58.1
1968	153.1	99.9	53.2	105.5	56.4	49.1	166.9	106.7	60.2
1969	171.9	104.3	67.6	149.3	84.8	64.5	215.7	132.7	83.0
1970	198.7	120.2	78.5	149.2	76.5	72.7	198.5	111.8	86.7
1971	189.0	105.6	83.4	96.3	42 3	54.1	136.1	71.4	64.7
Percentage change 1970 to 1971	−5	−12	+6	−35	−45	−26	−31	−36	−25
1970 4th quarter	50.0	28.7	21.3	149.2	76.5	72.7	42.9	22.1	20.8
1971 1st quarter	55.6	31.4	24.2	132.3	64.9	67.4	38.7	19.9	18.8
2nd quarter	44.8	25.3	19.6	120.9	56.5	64.4	33.5	16.9	16.6
3rd quarter	45.0	24.7	20.3	108.4	47.6	60.8	32.5	15.8	16.7
4th quarter	43.6	24.3	19.3	96.3	42.3	54.1	31.5	18.9	12.6
Percentage change 4th quarter 1970 to 4th quarter 1971	−15	−15	−9	−35	−45	−26	−27	−14	−39

	Sales			Orders outstanding (c)			New orders received Net of cancellations		
Statistics on new basis	Total	Home	Export	Total	Home	Export	Total	Home	Export
1971 4th quarter	45.9	26.2	19.7	..	..	..	34.8	22.1	12.7

(a) Provisional figures for the first quarter of 1972 continuing the statistics on the former basis have already been published in Business Monitor P64 issued in June 1972. These estimates were derived from the new monthly engineering inquiry and will continue to be published until a run of the new quarterly statistics introduced in this article becomes available with a suitably converted run of past figures to assist in assessing the latest trend.

(b) Net new orders on the former basis were derived from deliveries and the changes in orders on hand during the period.

(c) Details of orders on hand have not been collected in the new quarterly inquiry but this information is being compiled on a monthly basis for the larger establishments (those firms with over 100 employees) from the new comprehensive engineering inquiry.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, August 25, 1972. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
York	BR/E 36367/27/8/77	22	August 21	United Artists Corporation Ltd.	Harold Baim Motion Picture Productions Ltd.
Pulp	BR/E 36368/27/8/77	96	August 21	United Artists Corporation Ltd.	Three Michaels Film Productions Ltd.
Movietone News 2255	BR/E 36209/27/8/77	9	August 25	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2255A	BR/E 36210/27/8/77	7	August 25	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Joe Kidd	F 36362	87	August 21	Rank Film Distributors Ltd.	Universal Pictures and Malpaso Universal City Studios
Escape of the Birdmen	F 36363	95	August 21	Rank Film Distributors Ltd.	Universal International Films Inc.
Billy Jack	F 36364	113	August 21	Columbia-Warner Distributors Ltd.	National Student Film Corporation
The Magnificent Bandits	F 36365	90	August 21	Ranworth Film Services Ltd.	Tritone Filmindustria Medusa, Rome
The Amorous Adventures of Uncle Benjamin	F 36366	91	August 21	Ranworth Film Services Ltd.	Gaumont International, Paris
Road to Salina	F 36369	97	August 24	Avco Embassy Pictures (UK) Ltd.	Avco Embassy Picture Corporation
Prime Cut	F 36370	86	August 24	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.

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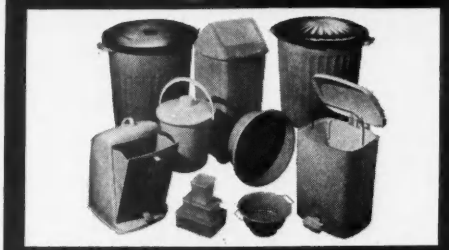

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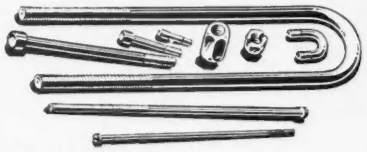

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